The
CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 15 1955



. . . but Burgoynes will see you through with those civilized ancillaries that help mankind to ease its winter ills and pains. Watch particularly your stocks of Black-currant and Ipecacuanha Cough Syrup and Wild Cherry Pectoral.

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IN THE SERVICE OF YOUR INDUSTRY
. . . with a range of products including . . .
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Regd



Miss Quosh Quotes a NEW FRUITIER Quosh

and this'll make you whistle!

SPECIAL EARLY BUYING TERMS

UP TO THE END OF APRIL

Look at the profit on a 1 gross parcel

9d PROFIT *in your till*
ON EVERY BOTTLE SOLD

	Special Discount Per dozen	Net Price
3 dozen QUOSH	Less 3d.	25/9d. per dozen
6 „ „	„ 9d.	25/3d. „ „
12 „ „	„ 1/0d.	24/0d. „ „

Selling at 2/9d. per bottle

over 27% profit on SALES

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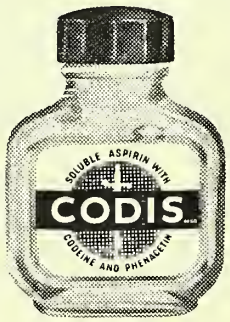
FROM YOUR LOCAL MINERAL WATER MANUFACTURER OR WHOLESALER OR DIRECT FROM

CARTERS OF COLEFORD (GLOS) *Telephone Coleford (Glos) 3201-6*

A

Codeine phosphate + phenacetin + soluble aspirin

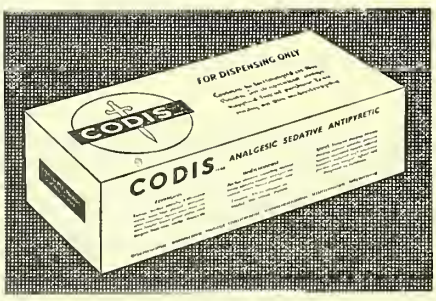
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THE ASPIRIN CONTAINED IN "CODIS" forms calcium aspirin immediately the tablet is dissolved in water.

Codis offers, therefore, all the well-known therapeutic properties of Tab. Codein. Co. B.P. In addition, Codis greatly diminishes the chance of gastric upset caused by undissolved particles of ordinary aspirin contained in Tab. Codein. Co. B.P.

This considerable benefit that Codis brings is being continually made known to doctors, and sampling facilities are available to them.



COMPOSITION

Each Codis tablet contains:—Acid. Acetylsalicyl. B.P. 4 gr.; Phenacet. B.P. 4 gr.; Codein. Phosph. B.P. 0·125 gr.; Calc. Carb. B.P. 1·2 gr.; Acid. Cit. B.P. (Exsic.) 0.4 gr.

Codis (Regd.) is not advertised to the public

N.H.S. BASIC PRICE. 300 tablets in distinctive gold foils of 6 tablets each, 15/- per box.

PUBLIC SIZES. Packs of 20 tablets (in bottles or foil) 2/7 each inc. P.T.

RECKITT & COLMAN LTD., HULL & LONDON (PHARMACEUTICAL DEPT., HULL)

EVANS MEDICAL

Specialists in Iron Salts

Ferric Ammonium Citrate B.P. *(Scales, Granules and Solution)*
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Ferrous Gluconate NF (U.S.)
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Solution of ferric perchloride B.P. & B.P.C.
Soluble Iron pyrophosphate B.P.C.

SAMPLES and QUOTATIONS on request to Home Sales, Department B

EVANS MEDICAL SUPPLIES LIMITED
Speke, Liverpool 19 and Ruislip, Middlesex

539

A NEW LINE FOR YOUR SMARTEST CUSTOMERS

Raymond

Hair Lacquer-Plus-Perfume

The first Salon-created Hair Lacquer. ✲

Highly concentrated in a new anti-corrosive spray-tin. ✲

Gives the hair a brilliant sheen and a pervasive fragrance. ✲

Holds set in place and preserves style. ✲

One tin lasts for months, and will not deteriorate. ✲

Retails at 12/6. Packed in outers of 6 tins. ✲
Price to you 5/8 a tin (plus 75% P.T.) showing you a profit of 3/1 per tin after deduction of discount.



Distributed by WARNER, HARVEY & CO. LTD.,
28b Albemarle Street, Mayfair, London, W.1.

For companion sales in the chilblain season



'PERNIVIT'
TRADE MARK

widely accepted as a most effective oral treatment and a preventive against the subsequent reappearance of chilblains.
Each tablet contains Acetomenaphthone B.P. **7 mg.** and Nicotinic Acid B.P. 25 mg.

	TRADE	RETAIL
Bottles of 50 tablets	2/-	3/-
„ „ 500 „	13/-	19/6

(Exempt Purchase Tax)

'PERNICREAM'

formulated to relieve, by local application, the itching and irritation of chilblains. A non-greasy preparation incorporating amethocaine, menthol and benzyl alcohol.

	TRADE	RETAIL
Collapsible tubes	1/8	2/11

including Purchase Tax
(Details of quantity discounts and bonus terms on application)

THE BRITISH DRUG HOUSES LTD. LONDON N.1
PVTPEM/T/541

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LET THESE SUPER-SALESMEN *Work for YOU!*

Every woman who enters your shop is a potential hair-net buyer. These colourful Shaw displays remind her instantly that you stock the quality nets she knows—LION nylon and MADONNA pure silk. Superfine yet durable, these famous small-mesh hair-nets are bought without hesitation. Invisible in wear. All hair shades. From your wholesaler, or if any difficulty write for address of nearest supplier.



Circular Card for gossamer-fine MADONNA silk nets — another powerful sales-booster

Attractive Circular Card for LION nylon nets catches all eyes!

Hanging Card shows LION nets in their smart cellophane envelopes.

Handy-sized counter box holds a gross of MADONNA nets in gay lilac sachets, temptingly displayed for quick and easy sales.

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ROBERT SHAW
& CO · LTD
ASCOT WORKS
NOTTINGHAM

price reductions

By arrangement with the Ministry of Health, we have made reductions in the prices to retail chemists of some of our dispensing packs, effective from 10th January, 1955. The reductions are:—

			NEW PRICES
AGAROL	80 oz. dispensing from	19/6d. to	**18/6d.** each
ALKA-ZANE	4 oz. ,, ,,	3/-d. ,,	**2/6d.** ,,
GELUSIL	250's ,, ,,	9/6d. ,,	**9/-d.** ,,
	500's ,, ,,	16/8d. ,,	**15/-d.** ,,
TYROSOLVEN	250's ,, ,,	16/8d. ,,	**15/-d.** ,,
VEGANIN	100's ,, ,,	6/3d. ,,	**5/9d.** ,,
	500's ,, ,,	27/1d. ,,	**25/-d.** ,,
VERACOLATE	500's ,, ,,	16/8d. ,,	**15/-d.** ,,

P.A.T.A.

WILLIAM R. WARNER & CO. LTD., POWER ROAD, LONDON, W.4



COX

for counter sales that keep custom

Available in **9** attractive packaging styles including Chemist's 'Own Brand' series.

ARTHUR H. COX & CO. LTD.
Manufacturing Chemists since 1839
BRIGHTON

MANESTY

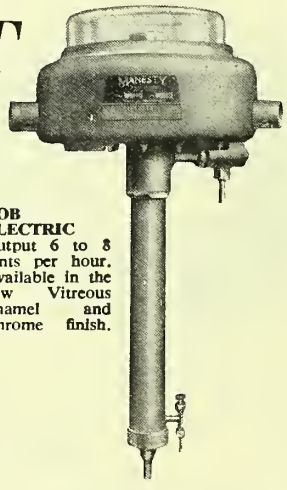
STILL THE BEST

for purest distillation

Manesty Automatic Water Stills have long been recognised as the simplest means of producing high-quality DISTILLED water. Easy to install, automatic and continuous in action, occupying practically no space (they are all wall-mounting) the Manesty Stills produce distilled water above British Pharmacopoeia requirements at low cost.

Models available for heating by gas, electricity, paraffin or steam. Outputs from 2 pints to 50 gallons per hour.

WRITE FOR ILLUSTRATED LEAFLETS



OOB ELECTRIC
Output 6 to 8 pints per hour. Available in the new Vitreous Enamel and Chrome finish.

MANESTY MACHINES LIMITED

Dept. 5 · SPEKE · LIVERPOOL 19

Telephone: Hunts Cross 1972. Telegrams: Manesty Liverpool

TABLET MACHINES · COATING PANS · GRANULATORS · MIXERS · PUNCHES AND DIES

MORE COLOUR ADVERTISEMENTS IN DAILY EXPRESS FOR COLGATE DENTAL CREAM

bring home the Gardol* story to 11 million readers

Clinical and laboratory evidence

has established that just ordinary morning and night brushing with New Colgate Dental Cream with anti-enzyme ingredient, Gardol, gives effective protection against tooth-decay enzymes *... brings new hope to millions for day and night protection against tooth decay.*



LOOK FOR COLGATE'S NEXT HALF-PAGE COLOUR ADVERTISEMENT IN THE DAILY EXPRESS JANUARY 21st

KEEP IN STEP WITH THE DAILY EXPRESS—PUT COLGATE DENTAL CREAM IN FRONTLINE DISPLAY NOW!

B

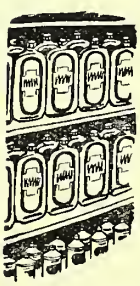
THE TRIUMPH O

Extra powerful germ-killing ingredie

Now—the safest germicide is the pleasantest to use, too

Another telling selling point for Ibcol! The formula of this extra-safe germicide has been re-balanced to make it swifter-acting, *more potent* against deadly germs which lurk in every house. And some of the germ-killing ingredients have been specially chosen for their country fragrance . . . to make new Ibcol the pleasantest, freshest disinfectant-antiseptic your customers have ever tried!

EVERY RETAILER HAS STOCKS



We have delayed making a public announcement about new Ibcol until we were sure that every retailer had stocks. Now that time has come. Large space advertisements in the national newspapers and women's magazines are being used to tell this great new Ibcol story . . . the story that means extra safety, extra protection, extra freshness for millions of homes. Remember — Ibcol is used in hospitals and nursing homes all over the country, so you can recommend it for every germ-killing use . . .baths, weekly wash, first aid, family hygiene . . . in fact *everywhere* in the home. And with these new features, you'll quickly find that new all-purpose Ibcol is a bigger selling line than ever!

LINK UP WITH THE BIG PRESS ADVERTISING CAMPAIGN

Why bother to display staple products whic your customers can't forget? It is extra line like Ibcol, with its much bigger margin of profi which gives scope for really worthwhile in creased sales. Your customers need remindin to buy germicides regularly. So it's up to you— to keep new Ibcol prominently on display. There's a colourful range of display material t tie up with the new Ibcol press campaign. Give priority display in your shop, and get the benef of increased sales and a bigger profit margin.



147A

✳ *It certainly pays t*

NEW IBCOL

hat have a wonderful fragrance



This great advertising campaign will tell the new IBCOL story to millions

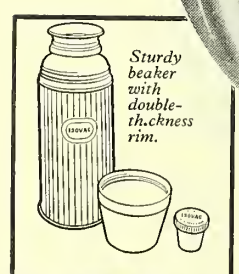
Here is the opening shot in the powerful new Ibcol advertising campaign. The first of many forceful selling advertisements in all the principal mass-circulation newspapers and women's magazines. Your customers will read these advertisements . . . then they'll see new Ibcol displayed in your shop . . . and they'll BUY. But you *must* put new Ibcol on display to get the full benefit of this biggest-ever selling drive.

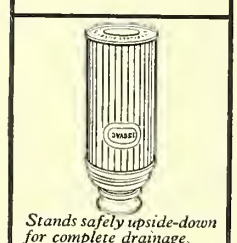
lisplay NEW IBCOL

NOW! Detachable non-drip all round pourer at *no extra cost* makes

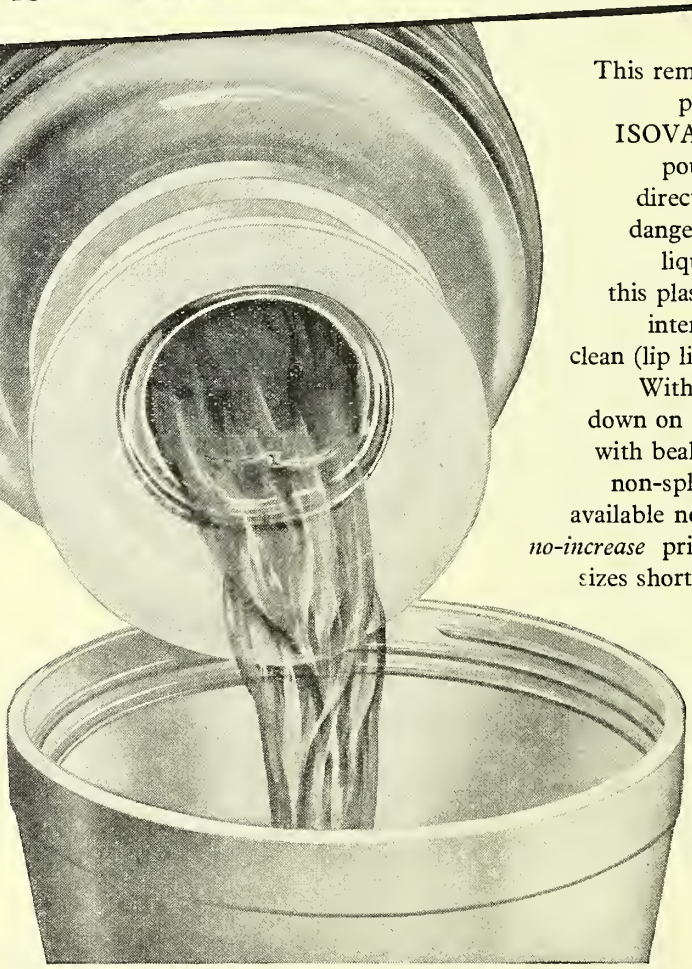
ISOVAC

FLASKS better sellers than ever





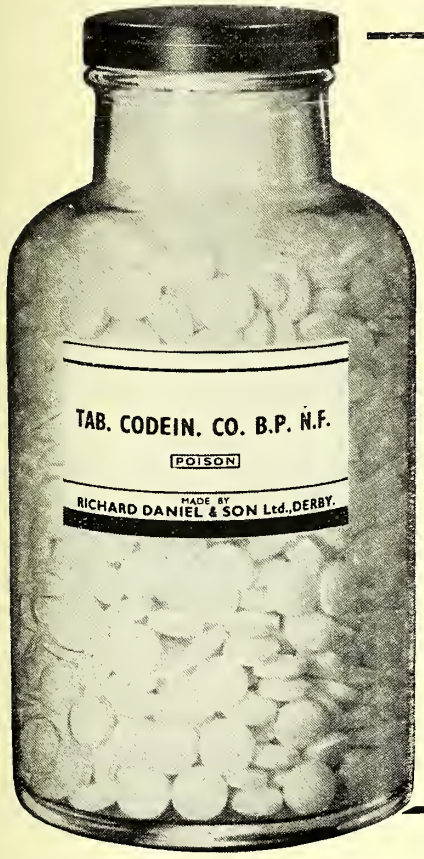




This removable all-round hygienic plastic pourer (exclusive to ISOVAC) makes filling easy and pouring a pleasure. Fitting directly on to the shoulder (no danger of dribbling—no risk of liquid seeping into canister), this plastic lip helps protect glass interior. Makes flask easy to clean (lip lifts off) and easy to drain. With care stands safely upside down on plastic pourer. Complete with beaker with double-thickness non-splash rim. New lip fitting available now on 16 fl. oz. flasks—at *no-increase* price. Available on other sizes shortly. *Place your order now.*

British Registered Design 869618
Patent applied for

MANUFACTURED BY L. REES & CO. LTD. (ISOVAC LTD. DIVISION)
31-35 WILSON STREET, LONDON, E.C.2. TELEPHONE: MONARCH 2651 (7 LINES). TELEGRAMS: ELREESONIA, AVE., LONDON



TABLETS of QUALITY

Manufactured by modern machinery under skilled supervision

Quotations for large or small quantities

RICHARD DANIEL & SON LTD

MANUFACTURING CHEMISTS

MANSFIELD ROAD **DERBY** TEL. 48266 (4 lines)

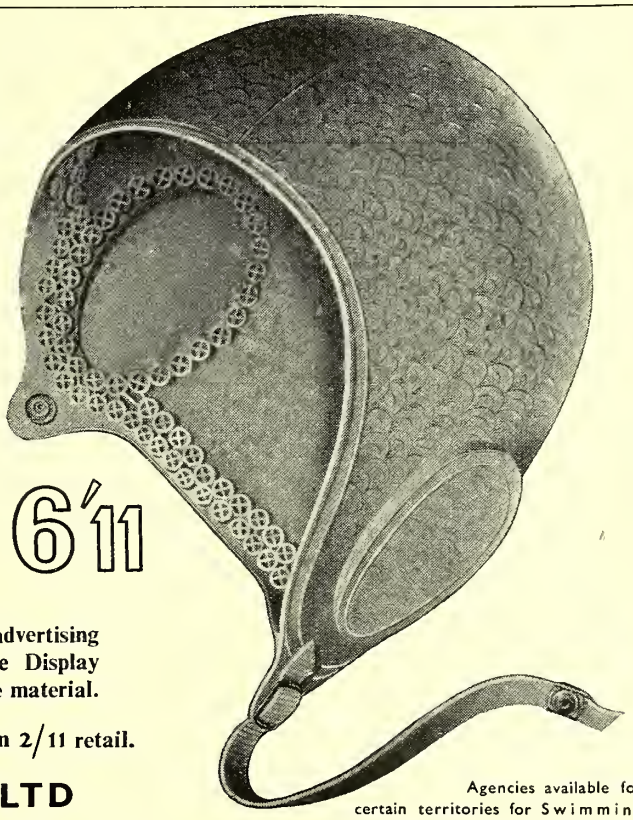
AND AT GROSVENOR STREET, ASHTON-U-LYNE. TEL. 2816 (3 lines)

Trident

THE SWIMMING CAP THAT REALLY IS COMFORTABLE

- **WATERTIGHT**
- **LONG LASTING**
- **FEATHERWEIGHT**

The Secret is in the suction cups



6/11

Although introduced only last year, Trident is already an established favourite and a very worthy addition to the famous Submarine range of swimming caps. The cap with the backing of a national advertising campaign. Individually packed in attractive Display Cartons, supported by full colour point of sale material.

Other *Submarine* swimming caps from 2/11 retail.

W. W. HAFFENDEN LTD

RICHBOROUGH RUBBER WORKS • SANDWICH • KENT

Agencies available for certain territories for Swimming Caps and Hot Water Bottles.



Model 101
Retail price
69/6
Inc. Tax

Be ready for increased seasonal demand for ***Hinders***

RADIARAY

Infra Red and Radiant Heat Lamps

Quick sales assured by

- Attractive designs
- Keen prices
- Improved type element providing increased radiation and ensuring first-rate performance
- Sound construction coupled with high grade materials
- Wide range of models to meet varied requirements (including Tax Free Prescription Models)

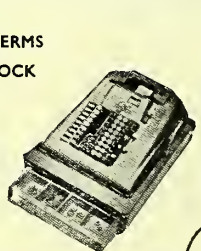
Illustrated brochure available from ***Hinders Limited*** Dept. 4, 174/192 Estcourt Rd., London, S.W.6 Est. 1919

SOUTH AFRICAN MARKET

Alex. Lipworth Ltd., Wholesale Pharmaceutical Distributors, offer facilities for the manufacture, packaging and distribution of Patent, Toilet, Proprietary and Ethical preparations throughout the Union of South Africa and the Rhodesias.

Head Office :
120 JEPPE STREET, JOHANNESBURG.
Branches :
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FROM **£78** H.P. TERMS
DELIVERIES EX STOCK
MAY WE DEMONSTRATE ?





take care of your cash with

THE REGNA CASH REGISTER COMPANY
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York Place, Adelphi, London, W.C.2

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THE WORLD'S GREATEST BOOKSHOP

FOYLES
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BOOKS

Foyles have Departments for Gramophone Records, Stationery, Handicraft Tools and Materials, Music, Magazine Subscriptions.

119-125 CHARING CROSS ROAD, LONDON, W.C.2
Gerrard 5660 (16 lines) ★ *Open 9-6 (Thur. 9-7)*
Two minutes from Tottenham Court Road Station



What are they up to?
Soon, millions will know. Take our word for it – Something Is In The Air.
Something mighty important.
Something mighty new! And believe us it's going off with a BANG!

STILL A CLOSELY GUARDED SECRET – BUT NEXT TIME OUR REP. CALLS DON'T FORGET TO ASK HIM – HE'LL TELL YOU ALL ABOUT IT

'For Health's Sake!..'

YOUR CUSTOMERS
ARE NEEDING

BARBER



HEALTH MASTER

Ultra-Violet and Infra-Red/Luminous Heat

LAMPS

★ ★ ★ ★

ARE YOU STOCKING NOW?

★ ★ ★

MODEL 365
Combined Ultra-Violet and Infra-Red/ Luminous Heat Lamp ... **£13.13.0**

THE "POPULAR" MODEL
Infra-Red/Luminous Heat Lamp **£4.10.0**

MODEL 325
Infra-Red/Luminous Heat Lamp (De Luxe Model)... **£8.10.0**

MODEL 425
(Floor Stand version of Model 325) **£9.15.0**

Praduced under rigid labaratary control by :

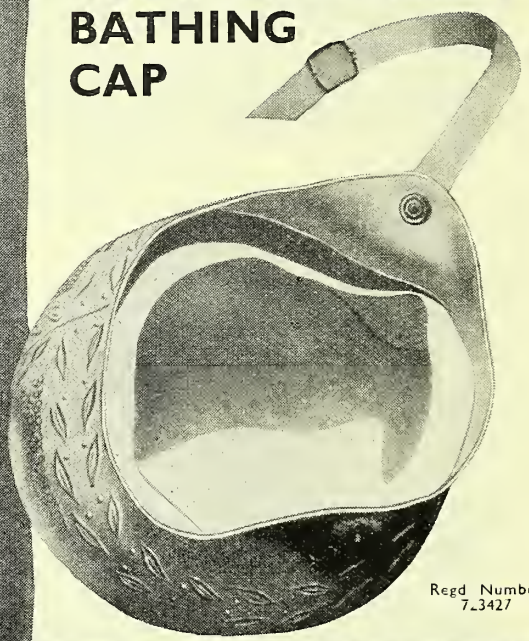
BARBER ELECTRICAL SERVICES LTD., BIRMINGHAM, 16

Telephane: EDGbaston 3511 (P.B.X.)

there is only one

'ROXY'

THE WATERTIGHT BATHING CAP



Regd Number 7_3427

with the continuous band

in 3 sizes
7 colours & white

PRICE **6/11** INCL. TAX

WORLD PATENTS

DISTRIBUTORS
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& SONS LTD.
LITTLE BRITAIN · LONDON E.C.1.
Telebhone MET 0501

THE BARTLETT



Beauty editresses say it

Modern cosmetics can work miracles. There's a Lip Pencil that's just wonderful in building a prettier mouth—and it costs only a shilling! The pencil creates a firm outline, easy to fill in with colour to a lovelier shape.

Beauty Editress, Woman's Journal

The Lip Pencil—an easy-to-use cosmetic-crayon encased in wood that you can chip away just like an ordinary pencil. Painting a pretty mouth is as simple as writing your name. The Pencil comes in three colours and costs only 1s.

Helen Hugh, Daily Mirror.

How to get a firm, unsmudged lipstick edge. There's now a lip pencil, specially for pencilling in the outline. Shape your lips, then fill in with your favourite lipstick. The pencil comes in Light, Medium and Dark to blend with most lipstick shades. And costs? Only 1s.

Non Playfair
Weldan's Home Journal

Another find for those who cannot easily get a clean-cut outline to the lips is a beautifully soft lip pencil (Bartlett's) price 1s. It is made in Light, Medium and Dark shades which blend imperceptibly with all the most popular lipstick colours.

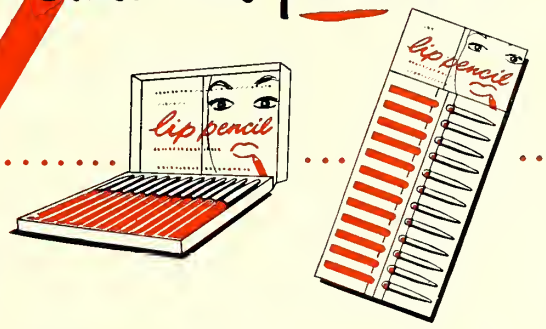
Anne Seymour,
Woman and Beauty

Putting on lipstick isn't as easy as it sounds, particularly if you haven't a very steady hand. There are, however, special lip pencils which help a lot when it comes to tracing a firm outline. You can get them in three shades, "Light," "Medium" and "Dark" to harmonize with your ordinary lipsticks. Each pencil costs a shilling.

Mary Maare, Woman's Illustrated

*** ORDER FROM YOUR WHOLESALER**

Sales will prove it!!



It's new—it's a best seller—it's a big Profit spinner!

In attractive display boxes and smart counter cards—an irresistible lure to beauty-conscious women everywhere.

STOCK IT AND SEE HOW IT SELLS! PRICE 1/-

BARTLETT'S LIP PENCIL
a pure cosmetic in 3 shades light, medium and dark.

All wholesale enquiries to:
ALFRED FRANKS AND BARTLETT CO., LTD.
226/8 Grays Inn Road, London, W.C.1. Phone: TERminus 9865/8

C



"AH! ANDREX

ANDREX BUSINESS IS BETTER THAN EVER!

Monthly sales for 1954 higher than ever before—and still climbing.

Order Andrex now!

Single Pack 1/3 each. Trade 11/1 dozen.
Double-Pack 2/4 each. Trade 21/2 dozen.

YOU MAKE 4d ON EVERY
(actually 3½d !)
ROLL AND DOUBLE THAT ON THE DOUBLE-PACK

See the **ANDREX** *advertiseme*
the yea

—and what a difference"

ANDREX ADVERTISING IS BIGGER THAN EVER!

Hard selling, can't-be-missed advertisements are appearing now in Britain's top circulation journals. The 1955 campaign includes big spaces in all the papers listed below, some in full colour, some whole pages, all forceful and compelling.

Entirely British made at

St. Andrew Mills, Ltd., London, E.17.



ppearing now and throughout

· · RADIO TIMES, PICTURE POST, ILLUSTRATED, WOMAN'S OWN, GOOD HOUSEKEEPING, READER'S DIGEST, WOMAN AND HOME



Only a few of the "SKYLON" range of Polythene bottles and jars of from 1 oz. to 13 gallon capacity can be shown in this advertisement. Visit Stand No. 18, centre row, first floor of the National Hall and see the most comprehensive range of stock designs, customers specials and specialised industrial applications.

FIBRENYLE LTD.

157 DUKES ROAD - LONDON, W.3 ACORN 5073/4



this new year you're going to set a NEW SALES RECORD

This new year you're going to set a new sales record – if you stock and sell the 'Philishave' Dry Shaver. How can we be so sure? Well, you've only got to look at the 'Philishave' sales record so far. The 'Philishave' is a *proved* sales success – the dry shaver with the biggest world sale. The 'Philishave' is backed by the biggest-ever national campaign for dry shavers. The 'Philishave's' sales in the United Kingdom have risen steadily ever since its introduction . . . have risen *phenomenally* fast in the last year. 'Philishave' sales have, in fact, never had a setback. In 1955 they'll keep on going higher . . higher . . . higher. See *your* profits go higher and higher with them!

PHILIPS

a product of

PHILIPS ELECTRICAL LTD

D

BRITAIN'S GREAT INSECT KILLER



SECTO

for

BIGGEST PROFITS

A HOUSEHOLD NAME FOR 50 YEARS

Make record profits with this great SECTO 1955

BONUS SCHEME



15% Special Discount on £10.0.0. order **66%** PROFIT ON COST

12½% Special Discount on £5.0.0. order **61%** PROFIT ON COST

Here's your chance to make 1955 a year for better business, bigger profits than ever before! Secto, a great name in insect killers, offers you these sensational discounts on combined orders for Secto Powders, Liquids, Aerosols, Handsprayers and Flycards. Just see how much you save!

REDUCED PRICES FOR SECTO AEROSOLS

We are happy to announce new prices and special discounts on our popular PRESS BUTTON AEROSOLS. Remember — SECTO PRESS BUTTON AEROSOLS are packed full and are guaranteed to give every satisfaction in use.

15% *SPECIAL DISCOUNT ON 3 DOZ. ANY OR ASSORTED SIZES.*

12½% *SPECIAL DISCOUNT ON 1 DOZ. ANY OR ASSORTED SIZES.*

POPULAR FAST-SELLING SECTO PRODUCTS INCLUDE:-

AEROSOLS:- Press Button. 5/-—4 oz., 6/6—6 oz., 10/6—12 oz. (Keep Aerosol orders separate).

POWDERS:- 9d. small size. 1/- B.H.C. Squeeze Drum. 1/3 D.D.T. with Synergists. 2/3 D.D.T. with Synergists.

ANT POWDER:- 1/3 Special Formula in Squeeze Drum. 2/3 Special Formula in Squeeze Drum.

FLYCARDS:- 6d. Packets containing 3 cards.

SLUG KILLER:- 1/6.

BEETLE AND COCKROACH POWDER:- 1/3 in Squeeze Drum.

LIQUIDS:- 1/9—8 oz. 2/3—10 oz. 3/-—16 oz. 7/-—40 oz. 19/-—1 Gall.

LIQUID ANT KILLER:- 1/9—8 oz.

HANDSPRAYERS:- **CONTINUOUS ACTION** 3/9.

ATTRACTIVE NEW DISPLAY MATERIAL AVAILABLE ON ALL PRODUCTS

Send your order NOW for Bonus Parcels to be delivered by April 30th.

CUPAL LTD · MANUFACTURING CHEMISTS · BLACKBURN

HALEX

"Take Your Choice" Toothbrush Offer

means bigger-than-ever toothbrush profits!



An order for 1 *dozen each of No.* 10, 250, 260 *brushes brings you this dispenser free* plus *bonus brushes.*

You can order these FREE Halex displays when you put in the order for your bonus brushes



A colourful dispenser for 2 *dozen* 5-*Star brushes — sent free with your order* plus *bonus brushes.*

By now you should have heard about the Halex "Take your Choice" offer. It means FREE bonus brushes for you on the following rising scale:

3 dozen ordered . . . . . 3 FREE brushes
6 dozen ordered . . . . . 12 FREE brushes
12 dozen ordered . . . . . 36 FREE brushes

and there's no restriction on size of order or pattern so you can choose the brushes you can sell easiest.

If you haven't already received full details get in touch with your usual supplier *right away.*

HALEX

(a Division of the British Xylonite Co. Ltd.)
HIGHAMS PARK, E.4 *Tel : Larkswood* 2345

Whatever Your Business–

make it your business

to visit this Exhibition



MANUFACTURERS of every type of product, from cars to capsules, are faced with the problem of packaging—whether for Home or Export markets. At THE PACKAGING EXHIBITION, about 200 of the leading members of the packaging industry show how the use of new developments in design, materials, methods and machinery can make *your* packaging pay—by reducing production costs and increasing sales at the point of purchase. Everyone engaged in the marketing and selling of merchandise will find THE PACKAGING EXHIBITION interesting, stimulating and instructive.

Remember the Dates
Jan. 18th-28th, 1955
Open daily 10 a.m.—6 p.m.

Organised by **PROVINCIAL EXHIBITIONS LTD** *in association with* **F. W. BRIDGES & SONS LTD.**
In collaboration with The Institute of Packaging, London
All enquiries to:- Organising Director, PROVINCIAL EXHIBITIONS LTD., CITY HALL, DEANSGATE, MANCHESTER



WHITECROSS SUNGLASS SALES BOXES

●

WHITECROSS OPTICAL COMPANY (LONDON) LTD.
55 WHITECROSS STREET
LONDON, E.C.1
Tel. MONarch 0114

Why WARMABED

Electric Blankets are best sellers!



WIDELY recommended for their efficiency and reliability and carrying the Good Housekeeping Certificate, Warmabed Electric Blankets are no less in demand because they are of 100% pure wool in lovely pastel shades.

The attractive series of Sales Aids supplied on request to Stockists, and our national advertising ensure big sales.

Write for Catalogue and Trade Terms.

Send for WARMABED Sales Aids Brochure

MODERN ELECTRICAL INDUSTRIES LIMITED
KNOTTINGLEY, YORKS.

Tel.: Knottingley 51. Grams and Cables: "Warmabed, Knottingley"

PANAR GRANULES

(PANCREATIN)

FOR THE TREATMENT OF FIBROCYSTIC DISEASE OF THE PANCREAS

Bottles of 4, 8, and 16 oz.

●

Write for Literature to:—

THE ARMOUR LABORATORIES
(ARMOUR & COMPANY LTD)
HAMPDEN PARK, EASTBOURNE, SUSSEX

Telephone: Hampden Park 740
Telegrams: "Armolab" Eastbourne



U·M·P

THE SIGN OF SERVICE
AND CO-OPERATION

U.M.P. plastic containers and collapsible metal tubes please the eye and are a delight to handle. An enticing package is good advertising.

UNIVERSAL METAL PRODUCTS LTD

SALFORD, 6, LANCS TELEPHONE: PENDLETON 4444

For you a Golden Egg!

Every year about this time, millions of hens are laying eggs in almost embarrassing quantities. For you they can lay a golden one! Eggs will rise in price again! So you can't afford to take risks. Take stock now to meet the increasing demand for Goodall's Waterglass. It pays to stock, display and push Goodall's Waterglass and to help you we offer this colourful Showcard free with every order.

Full strength 140° T.W. in leak-proof all-tin containers or composite drums



It's good business to sell . . .

Goodall's WATERGLASS

GOODALL BACKHOUSE and CO LTD. LEEDS, 1 *Sole proprietors of the famous Yorkshire Relish*

For acidosis... recommend

Rayner's Lembar

all the year hot or cold



Lemons
Glucose
Scotch Barley
Sugar

MADE BY RAYNER AND COMPANY LIMITED, LONDON, N.18

antacid or antipepsin?

A new approach to the problem of peptic ulcer

It has been suggested by recent laboratory investigation that Bismuth carbonate, in adequate amounts, will inactivate pepsin at *pH* below 2.0. The inactivation of pepsin is desirable in the treatment of peptic ulcer, as it prevents auto-digestion of the breach in the gastric mucosa.

The so-called true antacids only inactivate pepsin when the *pH* of the gastric contents rises above 4.4, and whilst pepsin inactivation is always desirable in some cases a marked antacid effect is not required.

Bismuth carbonate is unique in that it is indicated in all cases of peptic ulcer, either alone or in combination with one or more of the more powerful simple antacids:

WHEN THERE IS MARKED HYPERACIDITY
BISMUTH CARBONATE
WITH SUFFICIENT OF A SIMPLE ANTACID TO RAISE THE *pH* TO 3.5-4.0, is indicated.

WHEN HYPERACIDITY IS SLIGHT OR ABSENT
BISMUTH CARBONATE
ALONE, is indicated.

Fully illustrated literature and samples for trial from
MINING & CHEMICAL PRODUCTS LTD
BISMUTH RESEARCH DEPT., 86 STRAND, LONDON, WC2

Double bonus offer!

two moneymakers by RACASAN.



An entirely new and most attractive aerosol dispenser with American-style can and valve (note the intriguing space-helmet type cover). "Space" is not only an airborne germicide but a deodorant too, and leaves behind a refreshing non-irritant fragrance.

"Space" is being advertised to the general public in the Radio Times commencing January 28th, so that you will need stocks quickly. Packed 1 dozen to a box with "quick-fit" cardboard crowner in each box.

From January 17th to March 12th, 1955 inclusive, the following Special Double Bonus will operate:

BONUS SCHEME "A". *Parcels containing*

1. 1 dozen each "Jet" and "Space" or
2. 2 dozen "Space" or
3. 2 dozen "Jet"

Will rank for an extra Bonus Discount of 5%



This fast-action insecticide with a lavender perfume, which is already well-known to discerning buyers, now appears in a new style American type can with super-efficient valve. The new formulation ensures even more certain knock-down kill for all flying insect pests. "Jet" will be a sure seller in the Spring.

From January 17th to March 12th, 1955 inclusive, the following Special Double Bonus will operate:

BONUS SCHEME "B". *Parcels containing*

1. 2 dozen each "Jet" and "Space" or
2. 4 dozen "Space" or
3. 4 dozen "Jet"

Will rank for an extra Bonus Discount of 7½%

The above Bonus Discounts are in addition to the normal 30% *Trade Discount.*

SPACE JET



—AS ADVERTISED in the 8-million circulation "Radio Times" for *your* benefit!

mail this coupon for full details

To: **RACASAN LTD., ELLESMERE PORT, CHESHIRE**

Please arrange for me to have the following at once:—

.....dozen "Space" .....dozen "Jet"

NAME .....

ADDRESS .....

.....

USUAL WHOLESALER .....

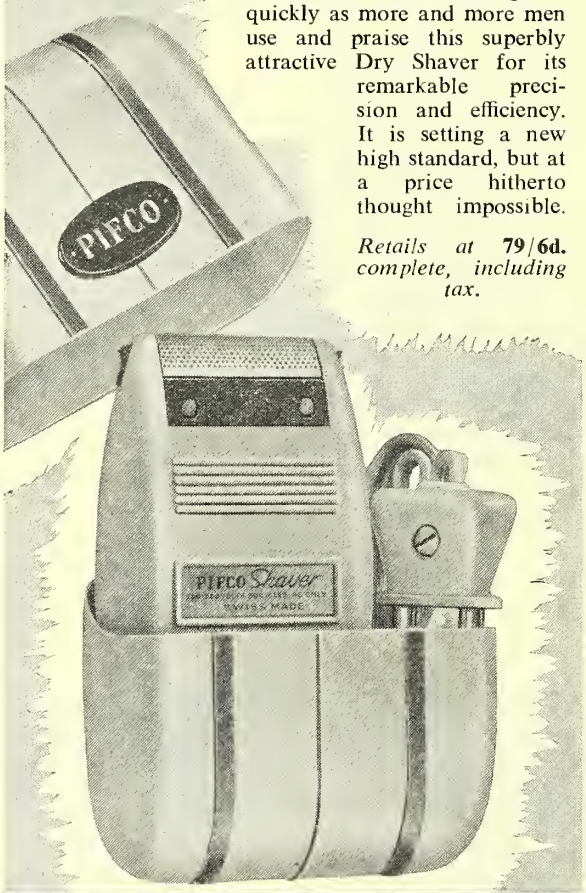
.....C.D.

B

NEW! PIFCO Electric SHAVER

Nation-wide advertising is producing a phenomenal demand for this latest PIFCO product . . . a demand that grows quickly as more and more men use and praise this superbly attractive Dry Shaver for its remarkable precision and efficiency. It is setting a new high standard, but at a price hitherto thought impossible.

Retails at **79/6d.** *complete, including tax.*



Again PIFCO for PROFIT

RETAILERS: Order now from your usual factor.
WHOLESALERS: Write now for details of the full PIFCO range.

PIFCO LTD., WATLING STREET, MANCHESTER, 4
and at 36-37 UPPER THAMES STREET, LONDON, E.C.4

NOW THE NEW

Maw's

SIZE 'O'
ALL-WOOL
TOWEL

Retailing at

2/-
PER DOZEN

SUPPLIED EXCLUSIVELY TO

CHEMISTS ONLY

The new Size 'O' has all the outstanding features and precisely the same super-soft quality as the increasingly popular Sizes 1 and 2 MAW'S ALL WOOL TOWELS.
Sales have DOUBLED in the last 18 months . . . proof enough that their consistent high quality brings repeat business which must come to the CHEMIST ONLY.

ORDER NOW
And let the attractive SELF SERVICE TRAY do the selling for you. The new model accommodating all three sizes of Maw's Towels available FREE on request from our representative.

S Maw Son and Sons Limited Barnet England

Last two weeks !

13
12

SPECIAL WINTER bonus offers

OF 'MENTHOFAX' AND 'WELLCOME' TOILET LANOLINE

Until 31st January (in the United Kingdom only) all orders for complete dozens of 'Menthofax' and of 'Wellcome' Toilet Lanoline will be supplied "13 to the dozen".

'MENTHOFAX'...

deeply penetrative, clean and economical, presents a valuable combination of anodyne and rubefacient substances for relief of muscular aches and pains. Issued in glass jars of ¾ oz., packed in smart display outers of one dozen jars. Retail price : 2/6 plus 6d. purchase tax.

'MENTHOFAX' BRAND
COMPOUND METHYL SALICYLATE OINTMENT

'WELLCOME' TOILET LANOLINE...

smooth, emollient, delicately perfumed, is an established favourite for protecting the hands from "winter roughness". In tubes of 1 oz., in attractive display outers holding one dozen tubes each, this elegant preparation retails at 1/6 plus 10½d. purchase tax.

'WELLCOME' BRAND
TOILET LANOLINE

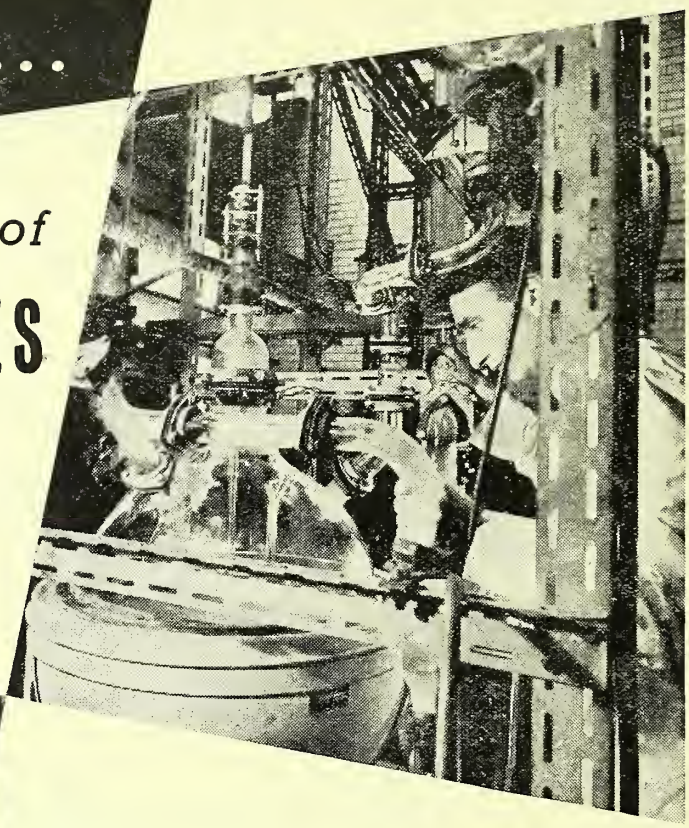
BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) **LONDON**

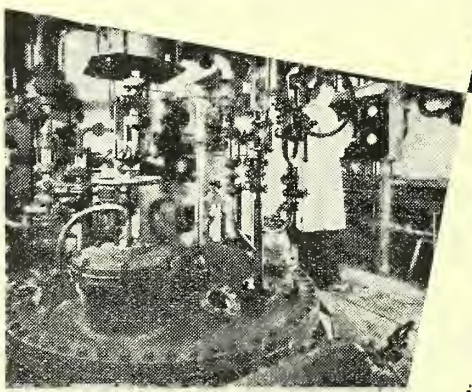
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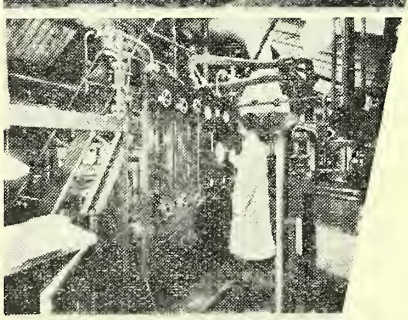
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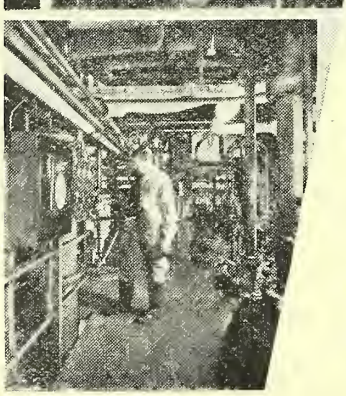
BARBITURATES

Geigy









Temperatures, reflux ratios, rates of dehydration—all are carefully controlled in the manufacture of GEIGY Barbiturates.

Control is exercised to ensure that GEIGY Barbiturates are produced in bulk to a constant degree of purity.

Geigy

Phenobarbitone B.P.
Barbitone B.P.
Butobarbitone B.P.C.
Amylobarbitone Sodium B.P.C.
Cyclobarbitone Calcium
Methylphenobarbitone B.P.
Phenobarbitone Sodium B.P.
Barbitone Sodium B.P.
Amylobarbitone B.P.C.
Cyclobarbitone B.P.C.
Hexobarbitone B.P.
Quinalbarbitone Sodium B.P.

PHARMACEUTICAL LABORATORIES GEIGY LTD.

Rhodes, Middleton, MANCHESTER

FC. 21

WRIGHT'S
COAL TAR INHALER AND VAPORIZER

Ample Supplies are available

NOW!



ONE OF WRIGHT'S PRODUCTS

Complies with the specifications set out in part IV of the N.H.S. Drug Tariff.

Complete with full size bottle of Vaporizing Liquid and six night lights. *Retail* **7/5**

Vaporizing Liquid Refills. *Retail* ... **1/9 & 5/4**

Spare absorbent blocks. *Retail* ... **1/- each**

Obtainable from all Wholesalers, or direct from

WRIGHT LAYMAN & UMNEY LTD., SOUTHWARK STREET, LONDON, S.E.1

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

Official organ of the Pharmaceutical Society of Ireland and the Pharmaceutical Society of Northern Ireland

Volume 163 January 15, 1955 No. 3908

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EDITORIAL AND PUBLISHING OFFICES
28 ESSEX STREET, STRAND, LONDON, W.C.2
Telephone: Central 6565
Telegrams: Chemicus, Estrand, London

Branch Offices:
BIRMINGHAM, 2: 111 New Street.
Phone: Midland 2921
GLASGOW: 24 Dixon Road, S.2. *Phone: Pollock* 4802
LEEDS, 16: 32 Wynford Rise, West Park. *Phone: Leeds* 78438

ANNUAL SUBSCRIPTION, which includes The Chemist and Druggist Diary and Year Book, £2. Single copies one shilling each.

Preparing for Winter

'Ro-A-Vit' Vitamin A

without the fishy flavour

For prophylaxis against upper respiratory infections

The majority of adults can obtain adequate liver reserves of vitamin A by taking 2 tablets of 'Ro-A-Vit' daily for two or three weeks. Such a course may be repeated after two or three months if required.

Children—One tablet daily for two or three weeks.

Packings :—Tablets (50,000 i.u.) 30 and 200

'Ronicol' β pyridyl carbinol

The vasodilator with fewer side-effects

For prophylaxis and treatment of chilblains

The regular use of 'Ronicol' during the colder months will often prevent the occurrence of chilblains. 'Ronicol' may also be used in the treatment of chilblains. The vasodilator effect is not accompanied by a marked fall in blood pressure and seldom are there other side-effects.

Dose—One or two tablets daily.

Packings :—Tablets (25mg.) 50 and 250
available also in Ampoules (100 mg.) 6 and 50.

ROCHE PRODUCTS LIMITED 15 MANCHESTER SQUARE LONDON W.1

The CHEMIST AND DRUGGIST

Volume 163 JANUARY 15, 1955 No. 3908

Production of Chemicals

EUROPEAN INDUSTRY'S EXPANSION

IN its report on the *Situation in the European Chemical Industry*, the Organisation for European Economic Co-operation finds that, taking member countries as a unit, production increased during the years 1951-53 at a rate substantially higher than the average for European industry as a whole.

Progress since 1950 has been particularly impressive in Italy (57 per cent.), Germany (43 per cent.), Belgium (22 per cent.) and the United Kingdom (20 per cent.). The Committee points out, however, that that trend, though satisfactory in itself, must be viewed in the light of the world situation, which has greatly changed since 1939. At that time, production in the O.E.E.C. countries represented about 50 per cent. of world production; in 1951 it fell to about 25 per cent, while United States production, which amounted to 30 per cent. of world production, rose to over 40 per cent. in 1951. The European chemical industry has to face increasing competition both at home and abroad from the American industry which has the advantage of a big domestic market. That, states the report, is sufficient indication of the need for a free flow of trade among O.E.E.C. countries. Trade between them could doubtless be expanded if the existing obstacles —quantitative import restrictions and customs duties—could be relaxed. The trade in chemical products at present subject to restrictions is estimated at 20 per cent. of the total trade in 1952. In the basic sectors—organic and inorganic chemistry—of which a dozen representative products are reviewed in the report, the increase in production shows considerable differences between the various products. It appears that substantial progress has occurred in the organic chemical sector, especially acetone and phenol. International trade in chemical products amounted in 1953 to $2,000 millions for exports and $1,200 millions for imports; O.E.E.C. countries are therefore net exporters of those products and their shipments of them represent 7 per cent. of total European exports. A noteworthy fact is that those countries, whose dollar imports of chemical products exceeded their dollar exports by 14 per cent. in 1941, exported to the dollar area 28 per cent. more than they imported from it in 1953. Trade between O.E.E.C. countries accounted for slightly over 40 per cent. of their exports of chemical products. As regards trade with the rest of the world, in 1953 about two-thirds of imports came from the dollar area while slightly over one-quarter of European exports were exported to the dollar area.

British-Australian Trade

U.K. EXPORTS MAY BE CUT

AUSTRALIA might have to review her generous trade policy towards Great Britain unless Britain stopped buying unfairly subsidised exports to the detriment of Australian trading, the Minister of Commerce and Agriculture (Mr. John McEwen) said in Sydney recently. The Minister also said that Australia would be justified in considering freeing herself from all or part of the G.A.T.T. agreement unless members took a "more realistic" view of Australia's problems. "We must seek no more than is fair and justifiable, but we will not limit our sovereign rights, except on terms which bring us at least balancing advantages," said the Minister.

Industrial Diseases

CHIEF FACTORY INSPECTOR'S REPORT

THERE were 529 cases of industrial poisoning or disease in 1953, including seventy deaths, compared with 470 cases, including seven deaths, in 1952, states the report of the chief inspector of factories for 1953, published recently. There was a slight decrease, compared with 1952, in the number of cases of gassing. Carbon monoxide accounted for 121 cases and chlorine thirty-six. The report recommends that every gassing accident should be made the occasion of the reviewing of the rescue, resuscitation and first-aid services, and of all the circumstances of the occurrence. Epitheliomatous ulceration or skin cancer (256, including sixty-eight fatal) accounted for the highest number of cases of disease, although that figure included fifty-eight cases which only came to light on scrutiny of outstanding death certificates and inquest reports. Chrome ulceration caused the next highest number of cases, 164. There were fifty-two cases of lead poisoning and for the fourth consecutive year there was no fatal case. That compared with a figure of 1,058 cases, including thirty-eight fatalities in 1900. Twenty-nine cases, with one death, due to anthrax, were notified, compared with twenty cases, with one death, in the previous year. The total number of voluntary notifications of dermatitis was 3,121, compared with 3,122 in 1952. The report is published by H.M. Stationery Office, price 6s. 6d.

British Association

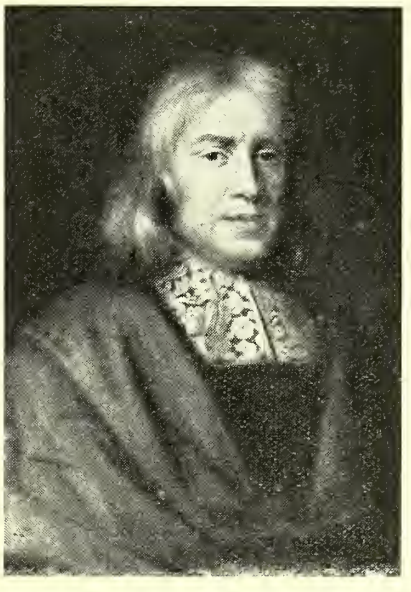
SIR ROBERT ROBINSON AS PRESIDENT

SIR Robert Robinson (Waynflete professor of chemistry, Oxford University), was recently installed as president of the British Association in succession to Dr. E. D. Adrian. At the annual meeting that is being held at Bristol from August 31 to September 7, a proposed innovation is the showing of a continuous programme of scientific films.

National Formulary, 1955

OPERATIVE FROM MAY 6

THE 1955 edition of the National Formulary (see *C. & D.*, January 8, p. 37) has been accepted for National Health Service purposes from May 6. Copies are being sent to chemist contractors and doctors.



PORTRAIT OF THOMAS SYDENHAM (1624-89) acquired by the National Portrait Gallery, London, in 1954. It is now on view in the new acquisitions section of the Gallery. Sydenham was a physician who introduced many new methods of treatment including the treatment of malaria with cinchona bark. The portrait was presented to the Gallery by the Earl of Ilchester (chairman of the trustees of the Gallery).

Common Cold Research

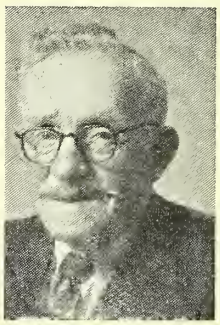
APPEAL FOR VOLUNTEERS IN 1955

THE Common Cold Research Unit is appealing for volunteers to enable it to pursue its studies during 1955. Volunteers, who should be between eighteen and forty-five years of age and in normal health, should write to the Medical Officer, Harvard Hospital, Salisbury, for details. During 1954, members of the unit have been working with a new strain of common cold virus, which has properties thought to differ slightly from strains studied in the past. The new strain, when diluted and administered in the form of nasal drops, gives rise to a high proportion of colds in volunteers. The incubation period appears to be rather longer than that previously observed at the unit and, although there is abundant running from the nose, there is very little general feeling of illness and the symptoms are short-lived. The lines of research at present being followed include studies of the variations in the clinical effects of different common cold virus strains and their examination in the laboratory.

Forty Years a Director

WELSH COMPANY HONOURS FOUNDER

PRESENTATIONS were made to Mr. H. J. Elliott, founder-director of H. J. Elliott, Ltd., Treforest, Glam, manufacturers of volumetric laboratory glassware, at the company's annual dinner held recently. The presentations were made on behalf of the directors and employees to celebrate the fortieth anniversary of the founding of the company by Mr. Elliott.



Freer Trade

MOVES IN EUROPE AND AMERICA

TO be discussed at the Ministerial meeting of the Council of the Organisation for European Economic Co-operation being held in Paris at the moment are proposals for the further liberalisation of intra-European trade. It is suggested that the percentage of quota-free trade should be raised from the present 75 per cent. minimum to 90 per cent. minimum and that in any case each member country should remove 10 per cent. of its existing restrictions. The latter measure should have the biggest effect, if adopted, since most West European countries have already attained a 90 per cent. level voluntarily. — President Eisenhower asked the United States Congress on January 10 to enact a liberalised trade programme virtually identical with one he submitted unsuccessfully nine months ago (see *C. & D.*, April 10, 1954, p. 387) to the then Republican-controlled Congress.

Export Licences

RELAXATIONS AFFECT HONG KONG

CHANGES in export licensing control are made by a Board of Trade Order (published as S.I. 1955, No. 50) which comes into force on January 17. From that date most exports to Hong Kong will be freed from control. Controls over exports to China remain unchanged and no relaxations have been made in the embargo list operated by the United Kingdom and Hong Kong. A wide range of goods for destinations other than China, Macao and Tibet will be freed from control and certain items of strategic importance brought under control. In the main, these changes stem from the revision of strategic controls announced in the House of Commons in July 1954 (see *C. & D.*, July 31, 1954, p. 109), but a few alterations are consequent upon the removal of licensing controls no longer needed on goods which were formerly in short supply.

Shops to Owner's Taste

WALSALL HOUSING ESTATES SCHEME

TRADERS will be invited to build their own shops and no restriction will be imposed on the types of business carried on, according to a new scheme approved by the Walsall, Staffs, town council for allocating shop premises on the council's housing estates. Hitherto, the council has built all shops on housing estates and they have been let to the highest bidder. The local tradesmen's association opposed that practice, complaining that the large multiple stores were able to offer higher rentals, giving the small trader little chance. Mr. R. E. Waters (chairman of the association) said that the dropping of that method of finding tenants was welcome, but the fact that under the new scheme there would be no restriction on types of businesses would favour large concerns who sold all kinds of goods.

Scottish Conference

TO STUDY N.H.S. EFFICIENCY

THE running of the National Health Service and especially ways in which its administrative efficiency can be improved to the benefit of the patient, are being studied at a Scottish conference at Peebles, March 31 to April 2. Organised by the Royal Institute of Public Administration, the conference will have as its principal speaker at the opening session Sir Humphrey Broun Lindsay (chairman, South-eastern Regional Hospital Board). The discussion that follows will be opened by Provost Mrs. Mary Ewart of Hamilton and Dr. J. O. McDonagh (president, Scottish Association of Executive Councils).

London University

QUEEN MOTHER AS CHANCELLOR?

MAJOR - GENERAL the Earl of Athlone has resigned as Chancellor of London University, and Convocation is expected to appoint a successor on March 3. It has been recommended that the Queen Mother should be invited to accept the office.

IRISH NEWS

Pharmaceutieal Students

ANNUAL MEETING OF ASSOCIATION

AT the annual meeting of the Irish Pharmaceutical Students' Association, held in Dublin recently, MR. D. NOONAN (president) gave a report on the work of the Students' Council during 1954. The matter had been considered, he mentioned, of holding a meeting of the International Pharmaceutical Students' Federation in Ireland in 1956, but in view of difficulties over dates, and the fact that the British Pharmaceutical Conference would be held in Dublin that year, the plan had to be abandoned. Mr. Noonan also gave a resumé of the various activities at the students' meeting in Germany. Proposing the adoption of Mr. Noonan's report, MR. P. F. MCGRATH (president, Pharmaceutical Society of Ireland) spoke of the value of a students' organisation in fostering comradeship and loyalty amongst chemists. MR. KENNELLY, who seconded, spoke of the good work accomplished by the Students' Debating Society and the Gaelic Football Club. He advised students to enter for the assistants' examination and stressed the value of specialising in such subjects as optics and photography. The treasurer's report showed that the year closed with a slight deficit. MR. P. O'BRIAIN, as liaison secretary, gave a report on international activities. The year, he said, was not very successful. There was much apathy, lack of co-operation, and a definite undercurrent of politics had entered the Federation. He appealed to Irish students to remedy that state of affairs. MR. MCCLUNG thanked Mr. O'Briain for the assistance he had given the Northern students in forming their own Association and joining the International Federation. At a subsequent meeting of the new Council Mr. J. Tedders was elected *President* for 1955, Miss E. Healy, *Treasurer*, and Mr. John McCormick, *Secretary*.

Belfast Prizegiving

PRESIDENT'S ADVICE TO STUDENTS

CERTIFICATES of qualification and prizes won by students in the examinations held by the Pharmaceutical Society of Northern Ireland in December 1954 were distributed by Mr. W. P. Ewart (president of the Society) at a ceremony in Belfast recently. In making the awards, MR. EWART advised young chemists not to look on the Council of the Society as a dictatorial body but rather as a body whose aim was to assist and raise the standard of pharmacy. Messrs. H. Crossin (vice-president of the Society) and W. H. Boyd (immediate past-president of the Society) joined in congratulating the successful candidates. Mr. Ewart presented the Society's prize for the best Part I student during the year to Miss Pamela G. Crawford, and Mr. G. E. McIlhagger (chairman, Associates' Section, Ulster Chemists' Association) handed the Section's awards to Miss Anna Sullivan (best student in pharmaceutics) and Mr. Isaac James Boal (best student in physics).

OVERSEAS NEWS

PHILIPPINES

New Pharmaceutical Factory

PARKE, Davis & Co., Inc., recently opened an office and manufacturing laboratory in the Philippines. It is the fourth overseas manufacturing plant opened by the firm in the past two years, bringing to ten the number of production units operated abroad by the company. The new Philippines laboratory will manufacture antibiotics, antimalarials, vitamins and other pharmaceutical specialities. Initially the combined office and laboratory will emply about sixty.

FRANCE

Fight Against Alcoholism

FRESH measures proposed by the French Government in its campaign against alcoholism provide severe punishment for the misuse of medicinal alcohol. Others are aimed at encouraging the manufacture of "hygienic" and non-alcoholic drinks. Taxes on fruit juices would be reduced.

GREENLAND

Measles Epidemic

ABOUT 1,000 inhabitants of western Greenland contracted measles recently, but the epidemic now appears to have ended. Two persons died from pneumonia secondary to measles. A similar epidemic struck the district, of Godthaab during the spring of 1954.

SPANISH-SPEAKING COUNTRIES

International Pharmacopœia

VOLUME I of the *Pharmacopœia Internationalis,* which appeared in English and French in 1951 (see *C. & D.,* November 17, 1951, p. 659) is now available in Spanish.

NEWS IN BRIEF

BRITAIN'S production of radioactive isotopes is expected to increase in 1955 to about 20,000 consignments, one third of which will be exported.

MR. J. D. Mair (chairman, Pharmaceutical Standing Committee (Scotland)) has been appointed a member of the Scottish Health Services Council.

MR. F. W. ADAMS (secretary and registrar of the Pharmaceutical Society) is representing the Society on the advertising advisory committee of the Independent Television Authority (see *C. & D.,* December 25, 1954, p. 633).

BURROUGHS WELLCOME & CO., London, N.W.1, were among manufacturers who at a "Working for Better Living" exhibition at Woolwich Polytechnic, London, S.E.18, recently, demonstrated with examples from their own works how efficiency can be increased by work-study and other techniques.

THE third annual dinner of the Council of the Pharmaceutical Society, the Executive of the National Pharmaceutical Union and the Council of the Chemists Federation took place in London on January 4, the Council of the Pharmaceutical Society acting as hosts.

TOPICAL REFLECTIONS

By Xrayser

The Bookshelf

The issue of a new National Formulary is an event of importance, adding yet another volume to the considerable library of works of reference necessary to the smooth and efficient working of the pharmacy of today. Though the Formulary is primarily a convenient, easily consulted book of materials in fairly general use, it is subject to the need for periodic alteration to keep in step with the major works of reference, such as the British Pharmacopœia and British Pharmaceutical Codex. Those larger books suffer from the same disadvantages as an encyclopædia, in that they no sooner appear in print than some of the matter becomes out-of-date. It may be dosage that has, in the light of experience, to be adjusted, or it may be, as frequently happens, that some new use or method of administration is discovered, and the expensive, handsome volume fails to tell us what we want to know. That is one of the penalties of the rapid pace of modern scientific developments. It is true that the pharmacist has, through the columns of THE CHEMIST AND DRUGGIST and its contemporaries, the opportunity of reading details of the new theories that are rapidly put into practice, but the perfect system of collating such information is elusive. There appears to be no easy way of ascertaining what may be regarded as the last word. The "Guide to New Medicaments" (p. 44) offers a flexible and adaptable form of publication. Is it possible that, some day, we shall find ourselves subscribers to card-index or loose-leaf type official publications? Probably not. Some of us would be sure to lose the latest additions before we had time to drop them into their proper position in the index cabinet.

The Formulary

The concise review of the 1955 National Formulary (p. 38) draws attention to the principal changes. Like your contributor, I am pleased to see that the new edition has reverted to Latin titles. The main purpose of classifying the different types of preparation is to facilitate the finding of the appropriate section. Experience of the last edition, as of the B.P., 1953, has shown how difficult it is to accustom oneself to the sensible course of consulting the index. Only the other day I lifted down the B.P. in search of the formula for ung. emulsificans, and, with the contumacy of crabbed age, and a sense of growing frustration, thumbed my way through the pages in search of the concealed recipe. With an entirely unreasonable feeling of triumph, I found what I wanted without looking up the index. But, of course, I realise that modern organic chemicals do not lend themselves to an easy Latin equivalent, and that it is difficult to be consistent. There is no need for me to comment on the alterations in and additions to the N.F., which are very well covered by Mr. Hadgraft, but I am not sorry to see the disappearance of collut. thymol. co. in favour of glycer. thymol. co. If ever a preparation merited the classification of "austerity" it was surely the former. The saving involved was negligible, and the dispensing of the poor relation engendered a feeling almost of meanness. Elegance may not be all, but appearance and palatableness are perhaps more important to a sick person than they would be to someone in good health.

By Any Other Name

It is to be hoped that we will not live to see legislation making it obligatory to label foodstuffs with the scientific names of the preparations used in their artificial colouring (p. 31), for surely nothing more terrifying has appeared in print. It is in the public interest that any colouring matter so used should be harmless, and the creation of standards by a special committee is a very good thing. But is it any wonder that modern poetry does not fall musically on the ear? Even Shakespeare would have experienced travail with the metre of: "When daisies pied and violets sodium salt of tetraethyldiamino-triphenyl-carbinol disulphonic acid anhydride, colour index (1924) No. 672."

DUBLIN FAIR TRADE COMMISSION

Further witnesses examined

WHEN the Fair Trade Commission (see *C. & D.*, January 8, p. 30) resumed in Dublin on January 4, the first witness examined was Mr. Frederick C. Palmer (Reckitts (Ireland), Ltd.). MR. PALMER said that his firm were not members of the Wholesale Drug Federation or the Irish Drug Association. They manufactured some pharmaceutical items and imported others. Two of their lines—Codis and Disprin—were confined to chemists. When asked by THE CHAIRMAN (Mr. J. C. B. McCarthy) if his firm insisted on retail price maintenance, MR. PALMER replied: "We do not insist. We recommend prices that we expect will be adhered to." Continuing his evidence, MR. PALMER said that his firm did not confine their infant foods to chemists. Two years ago they extended the distribution of Dettol, one of their main lines, to grocers. CHAIRMAN: Did that lead to any action by chemists? MR. PALMER: A number of our representatives did report that individual chemists up and down the country took a very poor view of our action. Mr. Palmer further said that a number of chemists had closed their accounts with the firm and had tried to sell competitive lines. THE CHAIRMAN: From the minutes of meetings of the I.D.A. it is obvious that there is an organised campaign in certain parts to press an alternative commodity to Dettol to the public. Would you say this has an adverse effect on the sale of Dettol? MR. PALMER replied that the use of antiseptics and disinfectants was increasing in Ireland and sales of Dettol had steadily increased so that nothing could be deduced from the sales figures to answer the Chairman's question.

Wholesale Prices of Oils

MR. W. H. JAMESON (Hazlett & Co., Dundalk) gave evidence to the Commission on the wholesale prices at which his firm supplied cod-liver oil, liquid paraffin, olive oil and castor oil.

MR. MONTE HARRIS (Ideal Products, Ltd., Dublin) said that he had a number of complaints to make to the Commission, including a complaint against May, Roberts (Ireland), Ltd., for not supplying him with Farex baby food. He had a complaint against Johnson Bros., wholesalers, Kimmage, Dublin. He had been trading with them for a number of years and they had closed his account without any explanation. In reply to a member of the Commission, MR. HARRIS said that he did supply "cut price" shops but he did not know at what price they sold Johnson lines. He was prepared to sell to anybody.

MR. A. F. HERLSTON (Lentheric, Ltd.) said that his firm selected their retail outlets in Ireland just as they did in England and in America. They did not supply grocers, but they did supply the perfumery departments of departmental stores. Their policy was to limit the outlets, but not to restrict distribution.

MR. THOMAS G. F. STONEY (Ogilvie & Moore, Cork) gave the Commission the prices at which his firm supplied liquid paraffin, cod-liver oil, olive oil and castor oil to wholesalers. Ninety-five per cent. of their customers were grocers.

MR. EDMUND MAGHER (Dungarvan Co-operative Society, Ltd.) said that his company were manufacturers of a well-known baby food. They took steps to prevent the fixed maximum retail price from being exceeded. There was a fixed price less discount for the wholesaler. His company manufactured in association with Cow & Gate, Ltd., in England. In 1937 they sold to grocers, but their experience of sale through grocers was disastrous. They had complaints of grocers offering for sale time-expired food. In some cases the same amount came back from grocers as went out. His firm came to the conclusion that for the reasons he had mentioned and the fact that chemists were in a better position to give advice to mothers, it was in the interests of their product to confine it to chemists.

Sales of Disinfectant

MR. DAVID P. COYLE (Hygeia, Ltd., Galway) gave evidence of the conditions under which his disinfectant and other products were sold to retailers.

MR. P. A. BRADY (Biological Pharmaceutical Co., Ltd.) said that his firm distributed a number of fine chemicals and ethical products. Their discounts would be 12½ per cent. to the wholesale and 33⅓ per cent. to the retail trade.

MR. E. J. FLYNN, M.P.S.I., Parnell Street, Dublin, stated that Mr. Dominick Dolan had handed over his prescription books and labels to him when he closed down his retail business in Bolton Street. Mr. Dolan had no financial interest in his business in Parnell Street.

At the sitting of the Fair Trade Commission on January 5, MR. M. G. DURCAN (a director, the United Drug Co., Ballina) said that his firm submitted tenders for pharmaceutical supplies to local authorities without any discussion with the Irish Drug Association. They were completely free in submitting a tender.

MR. ERNEST BEETHAM (Beck & Smyth) said that olive oil and castor oil had dropped substantially in price since 1953.

MR. WILLIAM P. LUCAS (wholesale grocer) said that he had difficulty in getting certain pharmaceuticals from Messrs. May, Roberts. He was asked to give a guarantee not to resell to anyone who was cutting prices. He could not give the guarantee as he did not know who was cutting prices.

MR. ARTHUR M. JOHNSON (Johnson Bros., Kimmage, Dublin) said that because of the dispersal of population in the Republic, in which 55 per cent. of the people lived remote from any town or village—a situation unparalleled in Europe, and the low purchasing power of £120 per head, the problem of distribution there was probably far more complex than in England. He believed in the maintenance of consumer-retailer prices at all levels right through to the manufacturer. The manufacturer had to protect the consumer at all stages because his name was on the product. The public in the long run did not benefit by uncontrolled prices. His firm had seen from experience that uncontrolled prices led not only to people going out of business, but tempted them to adopt practices that were far from safe.

Continuing his evidence on January 6, Mr. Johnson said that retail prices should be the same all over the country. Mr. Johnson said that there were two excellent examples of that equality of prices in the income tax and postal services. He also instanced the case of newspapers which were produced in Dublin and distributed through the country and sold at the same price everywhere. He said that if retailers sought too great a profit margin there would be a great danger of "killing the goose that laid the golden eggs."

MR. STANLEY MCCOMBIE (Herts Pharmaceuticals, Ltd., England) said that it was the policy of his firm, of which St. Dalmas, their Irish distributors, were aware, to confine supplies, which included Nivea cream, to chemists. With the exception of F. W. Woolworths & Co., Ltd., and departmental stores, they did not wish to go outside those channels.

MR. JOHN MAHER (grocer, Thomas Street and Henry Street, Dublin) told the Commission that he sold proprietary medicines and infant foods. He got quantity discounts and passed the benefit to the purchasers. There was a score of shops in Dublin selling goods at prices lower than those fixed by the manufacturer. He could still get supplies of some pharmaceutical goods but could no longer get certain infant foods. In reply to counsel for Johnson Bros., Mr. Maher said that he had advertised in the public Press up to some time ago, when two newspapers refused to insert his advertisements. They said that he would have to make certain alterations in the form in which they were submitted.

Speeding-up Proceedings

When the Commission resumed on January 10, MR. A. O'KEEFE (senior counsel for the Irish Drug Association) said "We are all very concerned at the time this inquiry is taking, perhaps due to the round-about way in which questions must be put." The Commission agreed then to speed up the inquiry to allow counsel to put questions in the course of evidence.

Mr. O'Keefe, handing in a map showing the location of pharmacies throughout the Republic, said that the number of shops was given incorrectly in official statistics.

MR. BRENDAN R. SMITH (secretary, Irish Drug Association) was asked by THE CHAIRMAN (Mr. J. C. McCarthy) if there was any doubt that one of the principal aims and objects of the As-

sociation was the elimination of price-competition through the introduction of uniform prices to which all members would adhere. MR. SMITH: Yes, I would say that is the idea. One of the objects of the regulations is the maintenance of prices of "patent" foods. The Association was primarily a service organisation and gave service to its members in regard to prices, sources of supplying drugs, and makers' names. It also dealt with labour matters.

THE CHAIRMAN quoted three categories of price fixing or price recommendation and asked "When in the minutes of your Association or in its circulars is there any indication that the public interest was taken into account by the Association in the collective fixing of prices?"

MR. SMITH: I would say that the prices fixed by the committee have always been in accordance with a formula agreed upon with Government Departments mainly during the war years. The pattern followed for a particular item was accepted and agreed to by the prices section of the Department of Industry and Commerce.

CHAIRMAN: But that applied in war years?

MR. SMITH: The percentage profit margin that the Association was working on before that was different. The agreement was of a general standard.

CHAIRMAN: Is there anything anywhere that shows that you were conscious of the public interest in fixing prices?

MR. SMITH: I personally was very much aware of the position, and very conscious of my responsibility to the public and the very big moral question involved. I felt satisfied in my conscience as the person who actually fixed the prices, that these prices were right.

CHAIRMAN: You felt satisfied in your conscience that a profit of 50 per cent. on all costs was right?

MR. SMITH: There were some questions arising from that.

CHAIRMAN: The chemists' business is one of such peculiar characteristics that one wonders how you could satisfy yourself that 50 per cent. was correct. These peculiarities are (1) the rate of turnover in the trade is pretty fast; (2) it has been emphasised on behalf of the wholesalers that the wholesalers have to do very much more than wholesalers serving other retail trades, that they have to carry stocks of slow-moving lines, that they assist retailers in keeping stocks low and that they have very elaborate delivery services; (3) the business is, subject to evidence, to a very large extent a cash business; (4 and 5) arrangements have been worked out that relieve the chemist of commercial risks and he does not suffer from price reductions. The rebate system has been very highly developed and when prices are reduced he can keep the old prices group for three months so that he literally never can sustain any loss from price fluctuations. I think the combination of all those factors raises a doubt that a 50 per cent. margin is called for?

MR. SMITH: I do not agree with all your points, but taking the overall aspect I say the profit is right.

THE CHAIRMAN said that what he meant by a "50 per cent. margin" was a 50 per cent. gross profit on cost.

In further replies MR. SMITH said that I.D.A. prices were national prices, but there were no binding rules or regulations holding local association members to that rule.

THE CHAIRMAN said the official census figure gave the number of chemists' shops in the country as 1,100.

MR. SMITH said that according to his statistics there were 1,343 chemists and druggists. The country was well catered for by chemists' shops.

CHAIRMAN: Is it possible, particularly in regard to baby foods, that your Association will advise members, whatever the wish of the particular chemist might be, to press on the public the goods carrying the best profit margin rather than the other?

MR. SMITH: That is not the position.

STATUTORY COMMITTEE

A name deleted from register

THE Statutory Committee of the Pharmaceutical Society, which met in London on January 5, directed the removal from the register of the name of Mr. George Benson whose address is there given as c/o Thornbers (Chemists), Ltd., Broadway, Accrington.

The Committee's SOLICITOR said that the case concerned six charges of fraudulent conversion. They were in pairs. With each charge of fraudulent conversion was a second which, in plain language, was of omitting, with intent to defraud, an entry on a cash register roll. A seventh charge concerned the fraudulent conversion of £13 13s. Mr. Benson had explained that deficiency by saying that he had paid himself his salary for the week on the Monday, Tuesday and Wednesday. He should not have paid it until the Friday. In regard to the seventh charge he had said that, through submitting false cash-till rolls, he had had approximately £250, but in what amounts he did not know. He had been found guilty of each charge and fined £10. Questioned by THE CHAIRMAN about the figure of £250 mentioned in his statement, Benson's solicitor said that, after thinking about it seriously, he had come to doubt whether the amount was more than £100. Announcing the Committee's decision, THE CHAIRMAN (Sir D. A. Scott Cairns, Q.C.) said that the Committee had come to the conclusion that Mr. Benson's convictions on charges of embezzlement, falsifying accounts and fraudulent conversion rendered him unfit to be on the register of pharmacists. The Committee had considered everything that had been said by defendant's solicitor by way of mitigation, and everything defendant himself had said in evidence but it could find no mitigation.

The second case was that of a woman pharmacist summoned following information indicating that at some time between January 9 and December 31, 1953, while acting as a contractor on the pharmaceutical list of the London Executive Council, she made alterations to thirty-seven EC10 prescription forms and submitted them for pricing intending to obtain payment of more remuneration than she was entitled to receive. The Committee's SOLICITOR handed to the Committee a summary of the facts of the case, from which it appeared that the pharmacist had had a number of prescriptions returned to her with queries by the pricing bureau. She was unable to deal with the queries because she was not familiar with the procedure. She was unsuccessful in getting outside help, and eventually put the prescriptions aside. Later, realising that the prescriptions represented a considerable sum of money, she conceived the idea of altering current prescriptions before submitting them for pricing in order to compensate herself for part of the loss. SOLICITOR for the pharmacist said that she had taken the view "Here is the N.H.S. owing me what must be a substantial sum of money. I cannot get it; I do not understand it." He supposed that in a fit of temper or pique more than anything else she had made the extremely foolish alterations with the idea of getting it back. As a result of the hearing that took place before the Pharmaceutical Service Committee she was severely reprimanded and £50 was stopped out of her remuneration. She would not receive any payment for the thirty-seven prescriptions that she had altered. It did not merely cover the alterations. It covered the service represented by the prescriptions, so she was not simply deprived of the wrongful excess, but she was deprived of all payment. In fact £50 had been stopped and although the value of the prescriptions was £8 and the additional excess was £9 a further £25 had been stopped. THE CHAIRMAN: It is wrong and it is something with which, no doubt, the National Pharmaceutical Union will deal.

A doctor and Mr. W. F. Wilkinson (secretary, London Pharmaceutical Committee) testified to the value of the services provided by the pharmacist in her area. MR. WILKINSON said that if the pharmacist's name was struck off, the business was in such an area that it might remain on the market for a considerable time.

Announcing the Committee's decision that the pharmacist's name should not be removed from the register, THE CHAIRMAN said that the pharmacist had admitted that she altered some thirty-seven prescriptions to obtain money to which she was not entitled on those prescriptions and that was misconduct of a serious character—misconduct of such a type as rendered a person unfit to be on the register of pharmacists. The Committee was able, however, to take all the circumstances of the case into account, including in particular, the interests of the public and therefore did not direct the removal of her name.

NEW COMPANIES

P.C. = Private Company; R.O. = Registered Office.

G. W. (PHARMACEUTICALS), LTD. (P.C.).—Capital £500. To carry on the business of manufacturing chemists. Directors: Marian Brierley and Grace Holt. R.O.: 180 Chadderton Road, Oldham.

A. C. RAINE CHEMISTS, LTD. (P.C.).—Capital £100. To acquire the business of a chemist carried on at 2 Clarence Terrace, High Street, Barkingside, Ilford. Directors: Alan C. Raine, M.P.S., and Jack Raine.

BAILEY & ALEXANDER, LTD. (P.C.).—Capital £5,000. To carry on the business of chemists and druggists, opticians, etc. Directors: William L. Alexander, M.P.S., and Minnie Alexander. R.O.: 9 Strait Bargate, Boston.

A. F. CORNISH (CHEMISTS), LTD. (P.C.).—Capital £3,000. To acquire the business of a chemist now carried on at 43 Marlborough Street, Devonport, Plymouth. Directors: Gertrude L. Lacey and John Taylor, M.P.S.

G. E. PLATT & CO., LTD. (P.C.). —Capital £100. To manufacture and deal in pharmaceutical and chemical preparations, etc. Directors: George E. Platt and Miriam E. Platt. R.O.: 3A Palatine Street, Liverpool, 6.

B.I.P. CHEMICALS, LTD. (P.C.).— Capital £50,000. To deal in chemicals, synthetic syrups, resins, etc. The first directors are not named. Solicitors: Crane & Hawkins, 2 Norfolk Street, London, W.C.2.

A. LIVESLEY & SONS, LTD. (P.C.). —Capital £500. To carry on the business of retail chemists and druggists, etc. Directors: Frank Livesley, M.P.S., Erica M. Livesley and William Hampson, M.P.S. R.O.: 13 Union Road, New Mills.

KALMS CHEMISTS, LTD. (P.C.). —Capital £1,000. To carry on the business of manufacturing, dispensing and analytical chemists and druggists, etc. Directors: Samuel Kalms and David B. Kalms, M.P.S. R.O.: 13 Mansfield Street, London, W.1.

COATES & BRITTON, LTD. (P.C.). —Capital £5,000. To acquire the business of a chemist now carried on by John W. Coates, M.P.S.. as Sanderson & Co., at 66 High Street, Willington, co. Durham Directors: John W. Coates and Edna Coates.

LADYBARN PHARMACY, LTD. (P.C.).—Capital £100. To carry on the business of wholesale and retail chemists and druggists, etc. Directors: Barnett Manson and Marshall Gellman, M.P.S. R.O.: 122 Ladybarn Lane, Fallowfield, Manchester.

PARKE DAVIS INTER-AMERICAN CORP., LTD.—Capital $40,000. Registered in Ontario, Canada. To carry on the business of manufacturers, preparers, importers and exporters of and dealers in medicines, chemicals, pharmaceuticals, etc. British address: Staines Road, Hounslow, where Leslie O. Smith is authorised to accept service of process and notices. Directors: Harry J. Loynd, Homer C. Fritsch, Nathan T. Viger, Cleveland Thurber and W. R. Jeeves.

MAIDA VALE PHARMACY, LTD. (P.C.).—Capital £1,000. To carry on the business of retail and wholesale chemists and druggists, etc. Directors: Adolph Linsker, M.P.S., and S. L. Orman, M.P.S. R.O.: 199 Piccadilly, London, W.1.

W. H. DENNIS, LTD. (P.C.).—Capital £2,500. To acquire the business of chemists and druggists carried on by Kathleen E. Dennis and Henry H. Dennis at 8 Halford Street, Leicester. Directors: K. E. Dennis and Henry H. Dennis, M.P.S.

G. & M. CHEMICALS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers of and dealers in medical, chemical and other preparations, etc. Directors: Phyllis M. Griffiths and Dorothy Mercer. R.O.: Spenser Avenue, Rock Ferry, Ches.

CLENGE PRODUCTS, LTD. (P.C.). —Capital £100. To carry on the business of manufacturers of and dealers in chemicals, etc. Directors: Brigadier J. L. P. Macnair, Gerald S. Bell and Robert B. Durlacher. R.O.: Thoracy House, 34 Smith Square, London, S.W.1.

JAMES DOUGLAS (PUFFS), LTD. (P.C.).—Capital £1,000. To acquire the business of powder puff and chemists' fancy goods manufacturers carried on as James Douglas & Co., Helando Works, Star Street, Ware. Directors: Douglas J. Thevenin, Ella F. Thevenin, Peter A. Thevenin, Ada E. Rose and Kenneth T. Wright. R.O.: 100 Fore Street, Hertford, Herts.

Company News

Previous year's figures in parentheses

RECKITT & COLMAN HOLDINGS, LTD.—The company has withdrawn its offer to acquire the shares of H. W. Carter, Ltd. (see *C. & D.*, December 18, 1954, p. 614), as the conditions have not been fulfilled.

A. MILLAR & CO., LTD., Dublin. —Profit for year ended October 31, 1954, after all charges, £17,301. Dividend on ordinary shares and a bonus of 4 per cent. (less income tax) take £8,750. Carried forward £9,205 (£8,529).

BRAND & CO., LTD.—Profit for year ended September 30, 1954, after all expenses, depreciation, etc., was £276,669 (£243,281). Taxation was £162,718 (£170,500). Ordinary dividend recommended is 25 per cent. (same), plus a capital bonus of 5 per cent., free of tax. It is also proposed to capitalise £50,000 by the issue of ordinary shares on a one-for-four basis. The chairman (Lieutenant-Colonel J. E. Ridley) has announced plans for expansion of buildings, etc.

BORAX CONSOLIDATED, LTD. —The company intend to increase the final dividend for the year ended September 30, 1954, to at least 12 per cent., making at least 16 per cent. for the year (against 11 per cent.). The directors have advised shareholders that they have terminated discussions with an American group which wished to purchase control of the company, since there were a number of conditions attached to the offer that were unacceptable. The difference in the level of taxation in the United States and United Kingdom, they say, places an unfair burden on British companies operating overseas. If relief is denied them they will have to consider applying for Treasury permission to transfer the company's domicile to the U.S.

BUSINESS CHANGES

F. W. HAMPSHIRE & CO., LTD., Sinfin Lane, Derby, have closed their Riddings factory. Production is being transferred to their Derby factory.

MR. S. McLOUGHLIN, M.P.S.N.I. (retiring superintendent, Belfast Co-operative Chemists, Ltd.), has purchased the business of the late Mr. J. Browne at 381 Woodstock Road, Belfast.

VANESE PRODUCTS, LTD., is the new title adopted by Ventin & Odone Medicinal Products, Ltd., Verodo Building, Hampden Road, London, N.10, and their commodity will be known as Ventin's Vanese gastric mixture.

BLICKVAC ENGINEERING, LTD. (high vacuum engineers), is the new title adopted by Blick Engineering, Ltd., Bedesway, Jarrow, co. Durham. The London technical representative will be attached to Blick Time Recorders, Ltd., City Offices, 96 Aldersgate Street, E.C.1 (Telephone: Monarch 6256).

Appointments

CARNEGIES OF WELWYN, LTD., Welwyn Garden City, Herts, have appointed Mr. Peter M. Worling their home sales manager.

GENATOSAN, LTD., Loughborough, Leics, have appointed Mr. W. A. Whitford their chemists' representative for South Wales.

POTTER & MOORE, LTD., Seymour Road, London, E.10, have appointed Mr. D. Stevens, 56 Charles Road, Solihull, Warwicks, their representative in the Birmingham and South Wales area.

G. D. SEARLE & CO., LTD., 17 Manchester Street, London, W.1, have appointed the following new representatives:—Mr. J. McCracken (N. Ireland and N. and N.W. Scotland); Mr. B. M. Smith (E. London, Kent and Sussex); Mr. N. Carr (S.W. England including the Channel Islands).

OVERSEAS VISITS

MR. G. E. WATSON (a director and general manager, the Crookes Laboratories, Ltd.) is leaving England shortly on a flying five-week tour of all the company's overseas offices. He is calling at Karachi, Bombay, Singapore and Sydney.

MR. MAURICE F. MURRAY (export sales manager, Johnsons of Hendon, Ltd.), has left for an extended business tour in which he intends to call on agents and customers in Italy, Burma, Siam, Malaya, New Zealand, Australia, Mauritius, Rhodesia and South Africa. He expects to return home about the end of July.

MARRIAGE

DAVIS — THOMAS. — At Holy Trinity Church, Sheerness, Kent, on January 8, Michael Davis, Mere, Wilts, to Sheila Thomas, daughter of Mr. H. I. Thomas, M.P.S., 71 High Street, Sheerness.

DEATHS

BELL.—Recently, Mr. John Henry Bell, M.P.S., P.O. Box 24, Magaliesburg, Transvaal, aged ninety-one.

BEVERIDGE.—On December 27, 1954, Mr. Alexander Beveridge, M.P.S., 68 Cranston Avenue, Bexhill-on-Sea, Sussex, and formerly 42 Dartford Road, Sevenoaks, Kent. Mr. Beveridge qualificd in 1906.

BRETTELLE.—On December 29, 1954, Mr. Frank Brettelle, M.P.S., 128 Balmoral Drive, Churchtown, Southport, Lancs, aged seventy-seven.

CARSON.—On December 30, 1954, Mr. James Carson, M.P.S., c/o Gray, 28 Inverleith Row, Edinburgh, aged seventy-two.

CONNOLLY. — At Henley Park, Churchtown, co. Dublin, recently, Mr. John Joseph Connolly, L.P.S.I., 29 Bothar Doilfen, Carvan Cloch, Baile Atha Cliath. Mr. Connolly, who was a native of Youghal, co. Cork, qualified as a pharmaceutical chemist in Ireland in 1909, and for some years carried on business as a pharmacist in Westport, co. Mayo. Subsequently he was a dispenser and compounder under the department of local government in Cork. He was a native Irish speaker and was closely associated with the Gaelic League and Irish Independence movements. One of his sons, Mr. P. J. Connolly, L.P.S.I., has a pharmacy in Bandon, co. Cork.

DEW. — At Purley War Memorial Hospital on January 9, Mr. Charles Reeson Dew, 27 Tandridge Gardens, Sanderstead, Surrey, aged seventy-one. Mr. Dew was for nearly forty years senior representative of Pond's Extract Co., Ltd.

DUNN. — On December 14, 1954, Miss Elizabeth Catherine Dunn, M.P.S., 509 Cathcart Road, Glasgow, S.2, aged fifty-eight.

FERRIER.—On December 12, 1954, Mr. James Peebles Ferrier, M.P.S., 1 Nelson Terrace, Dundee, Angus, aged seventy-seven.

HOWE.—On January 7, Mr. Charles Howe, 127 Whyteleafe Road, Caterham, Surrey, aged sixty-six. Mr. Howe was senior partner in Paines & Read, spice brokers, London, E.C.3.

KEITH. — At Homefield, Downe, Kent, on January 7, Sir Arthur Keith, F.R.S., aged eighty-eight. Sir Arthur was a former conservator and Arnott demonstrator of the Royal College of Surgeons. In that post he had charge of the Hunterian collection. In 1917 he was appointed Fullerian professor of physiology at the Royal Institution. In 1922 he was elected secretary of the Royal Institution and in 1927 he was president of the British Association for the Advancement of Science.

LAING.—Recently, Mr. Pat Robert Gould Laing, M.P.S., 627 George Street, Aberdeen, aged sixty-nine. After serving his apprenticeship in Aberdeen, he worked in London for a few years before going abroad in 1906. At the outbreak of the 1914-18 war, Mr. Laing was working in China. He enlisted in the R.A.M.C. as a pharmacist, and served in Egypt and Jerusalem. Afterwards he went to Ceylon, where he worked with the Colombo Apothecaries Company, before returning to Aberdeen, where he started a retail business on his own account.

MORRIS. — At his home, 126 Cockett Road, Swansea, Glam, on December 30, 1954, suddenly, Mr. Thomas Richard Morris, M.P.S., aged forty-seven.

NAUMANN. — On January 7, Mr. William Naumann, 1 Langside Crescent, Old Southgate, London, N.14. Mr. Naumann was chairman of W. Naumann and Sons, Ltd., essential oil merchants, London, E.C.1.

PARRY.—At St. Asaph General Hospital, St. Asaph, Flints, on December 19, 1954, Mrs. May Teale Parry, M.P.S., Miny Coed, Kimmel Avenue, Abergele, Denbighs. Mrs. Parry qualified in 1920. She was the widow of the late Mr. L. Moreton Parry who was president of the Pharmaceutical Society, 1929-30.

RATCLIFFE.—At St. Peter's Hospital, London, on January 10, Mr. C. Harrison Ratcliffe, aged forty-nine. Mr. Ratcliffe had been for seven years joint managing director of Menley & James, Ltd., and A. J. White, Ltd. He had spent thirty-one years in the companies' service.

RICE.—On January 7, Mr. Arthur Granville Rice, 24 Elm Park Road, Winchmore Hill, London, N.21, aged seventy-six. Mr. Rice was for sixty years, latterly as a partner, with Sherlock Bros., manufacturers and importers, London, E.C.1.

WATTS.—At the North Devon Infirmary, recently, Mr. Leonard John Blackwell Watts, M.P.S., 17 Bear Street, Barnstaple, Devon, aged fifty-seven. Mr. Watts opened his own business in Barnstaple in 1935. He is survived by his widow, a son and a daughter.

WEIR. — At his home, 41 Mitre Road, Glasgow, W.4, on January 8, Mr. John Weir, M.P.S., aged seventy-seven. Mr. Weir had been in business in Clydebank for many years. Since his retiral from that business he had continued to take an active part in pharmaceutical affairs in Scotland. In 1914 he was a member of the General Council of Panel Chemists in Scotland under the National Health Insurance Scheme. In 1936 he was elected a member of the Pharmaceutical Standing Committee (Scotland) and he was a member of a small committee that negotiated the terms of service under which Scottish chemists entered the National Health Service in July 1948. He was at one time vice-president of the Scottish Pharmaceutical Federation and in 1952 he was appointed chairman of the Drug Accounts Committee (Scotland) of which body he had been a member since December 1943. Throughout his life Mr. Weir maintained a lively interest in Clyde shipping and was chairman of the Mossgell Steamship Co., Ltd. He is survived by his widow, one son and two daughters.

WILLIAMS.—Recently, Mr. Walter Richard Williams, M.P.S., 50 Stelvio Park Drive, Newport, Mon. Mr. Williams qualified in 1912.

WILSON. — On January 8, Mr. George Thompson Wilson, M.P.S., 158 Reddish Road, Stockport, Ches. Mr. Wilson qualified in 1930.

WRIDE.—At Beaconsfield House, Winchester, Hants, on January 3, Mr. Francis Blake Heathcote Wride, M.P.S., A.R.P.S., aged sixty-two.

PERSONALITIES

MR. D. MACKENZIE (manager in Eire for Glaxo Laboratories, Ltd.) was recently elected a Fellow of the Incorporated Sales Managers' Association.

MR. M. A. SHACKLETON, representative for thirty-seven years of Ayrton, Saunders & Co., Ltd., Liverpool, wishes to thank all his friends and customers for their kind messages on his retirement.

MR. J. W. HADGRAFT, F.P.S., A.R.I.C. (chief pharmacist, Royal Free Hospital, London), has contributed an article on the control and supervision of drug stocks to the January issue of *The Hospital*.

MR. GEORGE F. MERSON, F.P.S., F.C.S., F.R.S.E., and Mrs. Merson, 7 Cumin Place, Grange, Edinburgh, 9, celebrated the sixty-fifth anniversary of their wedding on January 2.



Mr. G. F. Merson

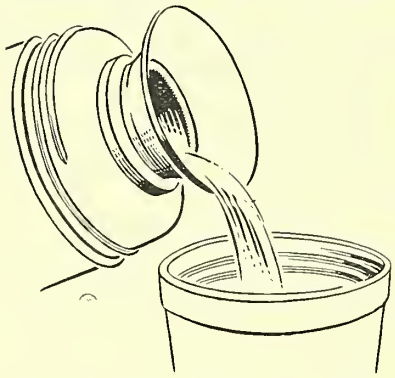
MR. GEOFFREY S. RILEY, M.P.S., Shipley, Yorks, has sailed for Zanzibar to take up an appointment as a pharmacist in the Government's medical department. Mr. Riley studied at Bradford Technical College and London University, where he obtained the degree of Bachelor of Pharmacy. He afterwards worked in retail at F. M. Rimmington & Son, Ltd., Bradford.

DR. ALEXANDER FLECK (chairman of Imperial Chemical Industries, Ltd.) has been elected to the boards of the Midland Bank, Ltd., and of the Midland Bank Executor & Trustee Co., Ltd. He is, according to the *Daily Telegraph*, "the first academic scientist to penetrate the inner citadel of the 'Big Five' banks," directorships of which are generally confined to industrialists, admirals, generals and eminent public figures.

TRADE NOTES

Printed Cartons in Four Days.—J. N. Whitelaw, Ltd., label and carton printers, 37 Palestine Grove, London, S.W.19, offer to send printed tablet cartons, carriage paid, within four days of receipt of order.

Removable-pourer Vacuum Flask.—The Isovac 16-oz. vacuum flask, manufactured by L. Rees & Co., Ltd., 31 Wilson Street, London, E.C.2, is now



equipped with a detachable non-drip pourer in plastic. The pourer is an "all-round" lip or rim, as illustrated in the diagram, fitting direct on to the shoulder of the flask. It ensures easier cleaning and draining as well as easier pouring. There is no change in the price of the flask.

Tetanus Toxoid.—From January 10, Glaxo Laboratories, Ltd., Greenford, Middlesex, are marketing tetanus toxoid in box of three 1-c.c. ampoules and 10-c.c. rubber-capped vial.

Advertisement Error Corrected.—In an announcement by Biometica, Ltd., in the *C. & D.*, January 8, the third item in the list of prices of Pinaud's products should have been *eau de quinine blanche* (catalogue No. 2696) and not as stated.

Now Tax-free. — Under the provisions of the Purchase Tax (No. 6) Order, 1954, Seconesin became exempt from tax on December 13, 1954. The manufacturers are the Crookes Laboratories, Ltd., Park Royal, London, N.W.10.

Taxable.—James Woolley Sons & Co., Ltd., Victoria Bridge, Manchester, 3, advise that, following discussions with the purchase tax authorities, Tusseprin, Woolley, recently issued as a dispensing pack exempt from purchase tax, must in future bear purchase tax at the rate of 25 per cent.

Products for the Home.—Pritchards, Ltd., Cheadle, Ches, are marketing Spray-a-Mist plastic sprayer for use with their DDT fly spray which is available in 8-oz. refill bottles; Puroda moth repellent deodorant presented in "cottage" holder-dispenser; and Purosan home disinfectant in 8-oz. and 16-oz. bottles.

Increased Discount.—Ward, Blenkinsop & Co., Ltd., 6 Henrietta Place, London, W.1, have increased their wholesale discount from 33⅓ per cent. and 12½ per cent. to 33⅓ per cent. and 15 per cent. on new WB medical products. At present the increased discount applies only to Noracin and Penoflex.

An Additional Strength.—Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1, announce that Myleran is now available in a strength of 0·5 mgm., in addition to the 2-mgm. product already issued. The new strength is intended for extended maintenance therapy in chronic myeloid leukæmia and is issued in bottles of 100 sugar-coated compressed products.

Supplies Made Available.—Sharp & Dohme, Ltd., Hoddesdon, Herts, announce that supplies of Penbenemid suspension are now released. Packed in 2-fl. oz. bottle, the product contains in each 5 mils 100,000 units potassium penicillin G, with 0·25 gm. of Benemid. The preparation is an anhydrous, flavoured suspension, bearing a two-year expiry date.

Aspirin, Quinine and Vitamin C.—Kumar (London), Ltd., 91 Belmont Hill, London, S.E.13, are marketing a new speciality, Ascum tablets, each containing soluble aspirin, gr. 5 approx., with quinine, gr. ¼, and vitamin C, gr. ¼. Presented as a treatment for 'flu, colds, headache and rheumatic conditions, Ascum tablets are not being advertised to the public.

Change of Pack. — Uniprin tablets are now being issued by the makers, Clinical Products, Ltd., 2 The Green, Richmond, only packed on the Clinitape machine. For dispensing purposes, one unit of 300 tablets is issued in a special container that acts as a dispenser. The tablets are in continuous strip and may be divided into sixes or any numbers required by the prescription.

Orders to New Address, Please.—Bayer Products, Ltd., Neville House, Eden Street, Kingston-on-Thames, Surrey, point out that, despite circularisation of change of address, and Press announcements of the change, many pharmacists are still sending orders to an old address of the company, causing inevitable delays. All communications to the company should be sent to Kingston.

Discontinued. — Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex, are no longer undertaking the manufacture of penicillin lozenges and penicillin dental cones. All orders on hand for containers of 500 lozenges and 100 dental cones are being executed, but no further orders are being accepted. Orders for 20's and 50's of penicillin lozenges and 10's of penicillin dental cones are being filled so long as stocks last.

Now in Hard Capsules.—C. L. Bencard, Ltd., Minerva Road, London, N.W.10, announce that Hepathyol lipotropic compound is now supplied in tablets encapsulated in hard gelatin of a distinctive orange colour, instead of the "orthodox" coating. The new presentation is designed to improve disintegration of the tablet. The formula of the tablet is unchanged. Supplies of the old form are discontinued.

Veterinary Injection Reformulated.—Imperial Chemical (Pharmaceuticals), Ltd., Fulshaw Hall, Wilmslow, Manchester, have available a new formulation of Udolac dapsone and penicillin intramammary injection. Each 12-gm. tube now contains 4 gm. of Udolac dapsone and 100,000 units of crystalline penicillin G (potassium salt) in a sterile, oily base. Extensive use in the field has shown that that combination gives better results in the treatment of bovine mastitis than when either of its constituent drugs is used alone. In most cases of streptococcal mastitis a single dose is sufficient to effect a cure. The price is unchanged.

Bonus Offers

THE special winter bonus offers of thirteen Menthofax or Wellcome toilet lanolin to the doz. end on January 31. The manufacturers are Burroughs Wellcome & Co., 183 Euston Road, London, N.W.1.

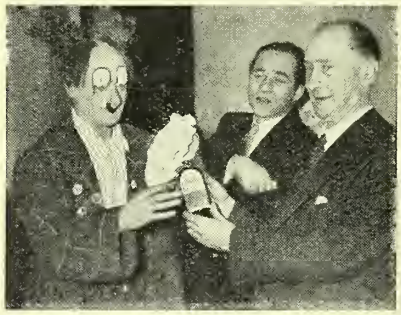
Closing date for orders for Arthripax cream qualifying for the 24-invoiced-as-20 offer by the manufacturers, Clinical Products, Ltd., 2 The Green, Richmond, Surrey, is January 31.

CUPAL, LTD., Blackburn, are offering special discounts of 15 per cent. on £10 orders and 12½ per cent. on £5 orders for Secto insecticidal and pesticidal products.

DELAVELLE (G.B.), LTD., 38 Orsman Road, London, N.1, announce that on all orders for Creamoil received during January, February and March, they are supplying twelve jars for the price of eleven. A special introductory parcel consists of one doz. 3-oz. and two doz. 6-oz. tubs.

IMPERIAL CHEMICAL (PHARMACEUTICALS), LTD., Fulshaw Hall, Wilmslow, Manchester, announce a special bonus offer during January only. Under its terms, twelve tins of Gammexane louse powder are being offered for the price of eleven. Showcards and counter leaflets are freely available.

A "TAKE-YOUR-CHOICE" offer of Halex tooth-brushes by the manufacturers, British Xylonite Co., Ltd., Highams Park, London, E.4, provides for bonuses of three free brushes on three doz., twelve free on six doz., and thirty-six free on twelve doz. brushes ordered.



250-MILLIONTH BOTTLE: Suffering from a bad cold, Coco, the clown, at the circus now on at Olympia, London, is given the 250-millionth bottle of Owbridge's lung tonic to come off the production line. Mr. Edward Owbridge Harland (a director of the company) is shown handing Coco the bottle.

INTERNATIONAL PHARMACEUTICAL FEDERATION

Programme of 1955 meetings in London

THE programme has been published of the sixteenth general assembly of the International Pharmaceutical Federation to be held in London, September 19-23. In a preface to the programme, the contents of which are printed in English, French and German, Mr. Donald W. Hudson (chairman of the organising committee for 1955), states that British pharmacists welcome the responsibility of receiving and entertaining their colleagues next September. The plans which are maturing will ensure that adequate time is available for the discussion of scientific subjects, the holding of sectional meetings, visits to pharmaceutical manufacturing firms—and entertainment. Most of the meetings will be held at the headquarters of the University of London, where all facilities associated with a great university will be available. London has much to offer the visitor—buildings of great antiquity, famous art galleries and museums, a wealth of material of historical interest, as well as the products of twentieth century invention. And there is the rest of Britain, with the hills and lakes of Cumberland, the Scottish and Welsh mountains, the Cotswold villages, the Sussex downs, and the Devon lanes. September is the best month of the year in which to visit them. The committee would be glad to hear from intending visitors at an early date, as it is not an easy matter to plan a congress for 1,000 persons, and an influx of visitors at the last moment can upset any carefully devised arrangements.

Provisional programme

The provisional programme is as follows:—

SUNDAY (September 18).—10.00 to 20.00: registration of delegates; at 10.00: I.P.F. council meeting; at 14.30: I.P.F. council meeting.

MONDAY (September 19).—At 09.30: opening of general assembly, with presidential address; at 11.15: science paper; at 14.30: professional paper; at 15.15: general assembly (business session); at 19.30: reception.

TUESDAY (September 20).—At 9.30: science symposium; at 9.30: meetings of sections; at 14.30: meetings of sections; at 18.00: meeting of the *Union Mondiale de l'Histoire de la Pharmacie.*

WEDNESDAY (September 21). — At 09.30: science symposium; at 09.30: meetings of sections; at 14.30: science symposium; at 14.30: meetings of sections; at 16.30: I.P.F. council meeting; at 19.00: ballet, Festival Hall.

THURSDAY (September 22).—At 09.30: science symposium; at 09.30: meetings of sections; at 14.00: excursion.

FRIDAY (September 23).—At 09.30: general assembly; at 16.30: close of general assembly; 18.30 to 01.00: banquet and dance.

Meetings are being arranged for the directors of control laboratories, hospital pharmacists, military pharmacists, editors of pharmaceutical periodicals, secretaries of pharmacopœia commissions, pharmacognosists, and for the *Union Mondiale de l'Histoire de la Pharmacie.*

The opening and closing sessions of the general assembly and the science symposia are being held in Friends House, Euston Road, London, N.W.1, where a simultaneous translation service is being provided in English, French and German. The meetings of the sections are being held at the Congress headquarters, Senate House, University of London, Russell Square, London, W.C.1.

Scientific Symposia

The four scientific meetings are taking the form of symposia, each consisting of a discussion on recent advances in the subjects which have been selected. Invited speakers are reading papers on those subjects and a general discussion on them will follow. No provision is being made for the reading of original science papers and members are therefore asked not to submit such papers. The subjects are:—The pharmacy of blood, blood products and blood substitutes; recent advances in pharmaceutical analysis; ion exchange; and tests for the sterility of pharmaceutical preparations.

The price of the Congress ticket is £7 per person, which includes the banquet and dance, the excursion, the reception, and the evening performance at Festival Hall. For persons unable to attend the banquet and dance the price of the ticket is £5. Thos. Cook & Son, Ltd., and their associate company, the *Cie-Int. des Wagon-lits,* have been appointed official travel agents for the Congress and can arrange hotel accommodation. Those making their own arrangements for accommodation are asked to inform the secretary of the organisation committee, I.P.F., 17 Bloomsbury Square, London, W.C.1, of the address of their hotel as soon as possible. A number of visits to pharmaceutical manufacturing establishments are being organised throughout the week. Full particulars will be available at the Congress Office, Senate House, University of London. An exhibition organised by the Association of British Pharmaceutical Industry, showing the contributions made by the industry to medical science, is being held in Senate House. The Congress excursion is taking the form of a trip on the River Thames from the Festival Hall pier to Greenwich, where tea will be taken and the delegates shown the Royal Naval College and the National Maritime Museum. Guides are being provided to point out places of interest in the City of London. A branch of the Westminster Bank is being established at the Congress office for the convenience of delegates.

LONDON COUNTY ASSOCIATION

Annual meeting of executive

AT the annual meeting of the executive committee of the London County Pharmaceutical Association held recently, Mr. Clifford Evans (Western Pharmacists' Association) was elected *President* for the year, and Mr. A. G. Felton (North London Pharmacists' Association), *Vice-president.* Mr. W. F. Wilkinson was appointed *Secretary.* Mr. Evans paid tribute to the retiring president (Mr. H. R. Edgecombe (South-west London Chemists' Association)) for the work he had done in the previous two years, particularly in connection with the meetings of candidates in the Pharmaceutical Society's Council elections and the joint meeting of National Pharmaceutical Union branches held in February 1954. The County Association was once again an active force in London pharmacy, and in February would be sponsoring a combined London associations' buffet-dance. That was an endeavour to revive the pre-war combined Metropolitan branches dance that had been organised by the Pharmaceutical Society. It was hoped that such a function would attract those who found the more formal annual dinner and dances beyond their reach, and would serve as a basis for an annual event. The executive was of the opinion that the information on the "out-of-hours" dispensing scheme (see *C. & D.,* October 30, 1954, p. 433) that was sent to doctors, police stations and resident pharmacists, should also be available to other pharmacists. It was agreed to approach the Pharmaceutical Committee about the matter. The N.H.S. notices that had been issued by the Executive Council in 1948 and that contractors were required to display, were reported to be in need of replacement. Many contractors did not display them when their premises were closed. THE SECRETARY stated that the views expressed would be communicated to the hours-of-service subcommittee of the London Pharmaceutical Committee. It was agreed that the annual levies on the constituent associations should remain as for the previous year, as a credit balance of £13 remained from the year 1953-54. It was reported that many incomplete prescriptions for aureomycin and Terramycin preparations were being received. Medical practitioners were failing to indicate strength or quantity, and causing an unnecessary and unreasonable delay in supply. THE SECRETARY stated that the N.P.U. and the London Pharmaceutical Committee were aware of the position and were taking steps to notify doctors of their responsibility in the matter. The difficulty of contractors on the county boundary in contacting and tracing doctors was considered. A pharmacist on the Middlesex, Kent and Surrey boundary with London often had as much need of the London Medical List as he had for that issued by his own Executive Council. It was decided to refer the matter to the Pharmaceutical Committee with the suggestion that the local N.P.U. branch secretary, or association secretary, should be supplied with copies of Medical Lists to overcome the difficulty.

TWENTY-FIVE YEARS' PROGRESS

A history of the Association of British Pharmaceutical Industry

TO mark the occasion of its twenty-fifth anniversary, the Association of British Pharmaceutical Industry has published a booklet recording its history and progress, 1930-35.

In a foreword to the booklet, the president of the Association, Mr. J. F. Boucher, describes the Association as "representing an industry whose social and economic significance is immeasurably greater than production and export statistics would suggest," and states that "its strength today derives from the social and co-operative tradition handed on by its predecessors, and from the unsparing efforts of all those who from its earliest years have devoted so much of their time and thought to the welfare of the Association and the industry."

Early Associations

The first part of the booklet traces the history and work of the Association and starts with a brief *resumé* of early drug-trade associations. It mentions that, although the first trade association in the modern sense did not emerge until 1891, there existed between about 1832 and 1847 a "Druggists' Club" comprising some thirty or forty London wholesale druggists and drug exporters whose regular meetings fostered the establishment of friendly intercourse in regard to trade affairs. Twenty years later, in 1867, the London Wholesale Drug and Chemical Protection Society was formed, the objects being to prosecute persons committing offences against the subscribers in their business.

That organisation continued in being until 1891 when a meeting of twenty-four members of London and provincial firms of wholesale druggists was held in London under the chairmanship of Mr. R. B. Barron (Barron, Harveys & Co.) and it was decided to form an association of the trade, membership to be open to principals of *bona fide* wholesale druggists in Great Britain. That association was called the Drug Club, and its stated object was "for social intercourse between members of the Wholesale Drug Trade, and for the protection of their general interests." The first meeting of the club was held in February 1892, when Mr. Barron was elected chairman and Mr. Charles Umney (Wright, Layman & Umney, Ltd.) was appointed secretary.

In the thirty-five years from 1892 to 1927, the Drug Club grew in usefulness and influence, but in the latter year it was realised that there was a need for a more comprehensive body, organised in accordance with modern commercial and industrial conditions, and it was resolved that steps should be taken for the formation of a Wholesale Drug Trade Association. On January 9, 1930, the Wholesale Drug Trade Association, with a membership of sixty firms, held its first general meeting and Mr. F. W. Gamble (Allen & Hanburys, Ltd.) became its first chairman.

The booklet goes on to describe the constitution of the W.D.T.A. and to record its consolidation and growth over the years 1930-39.

In a description of the work of the Association during the 1939-45 war, the booklet states that: "The pharmaceutical industry made a notable contribution to the war effort by maintaining supplies of medicines for the population at home and by providing the armed forces with drugs which saved countless lives, increased the effective man-power and alleviated much suffering."

Following the declaration of war, Mr. J. H. E. Evans (Evans, Sons, Lescher & Webb, Ltd.) proffered his resignation as chairman of the Association, and Mr. C. A. Hill (The British Drug Houses, Ltd.), who had served as chairman in 1934 and 1935, re-assumed the chairmanship, which he continued to hold until 1943.

A significant development in the Association's activities occurred in 1940 with the formation of "group VIII" to represent the interests of manufacturers of medical speciality products. Its successor, "division B," now has fifty-five members.

The "additional problems and preoccupations of the pharmaceutical industry" during the post-war years 1945-50 are next described, and it is stated that "the work of the Association rapidly grew in volume and in complexity, special committees were set up, and the number and length of meetings were extended."

Change of Name

In 1948 the name of the Association was changed to the Association of British Pharmaceutical Industry. The new name was chosen as conveying more accurately the scope and functions of the Association as a body in which manufacturing interests predominated.

The events leading up to the merger, in 1950, with the Pharmaceutical Export Group are described, and also the appointment and work of several new committees composed of experts in particular fields, such as the statistics of trade committee, the costing committee, publicity committee, etc.

Under the heading 1950-55, emphasis is laid on the heavy responsibility that rests upon the Association "for creating and securing for the industry the conditions in which enterprise in research and in export markets may flourish for the benefit of the industry and the nation." Changes in the constitution of the Association that came into effect early in 1953 increased the number of elected members on the council and simplified the system of nomination through divisions. The home executive, that had been set up in the reorganisation at the time of the merger with the P.E.G., was dissolved and an executive committee of council was established. The export executive continued in being as a general purposes committee of the export division, which was given increased representation on the council. There were also changes in the rules governing the admission of foreign-controlled companies.

The second section of the booklet describes the present constitution and organisation of the Association. The Association is described as a federation of all the branches of the pharmaceutical industry and wholesale trade, save that branch which is concerned with the manufacture of proprietary medicines advertised to the public and for which a separate association exists. The system provides full opportunity for discussion and agreement on matters of concern to individual sections, facilitates co-ordination between sections which, although having a distinctive outlook, are nevertheless interdependent, and enables a concerted policy on behalf of the industry as a whole to be agreed and pursued. The affairs of the Association are managed, and its general policy decided, by a council of twenty-eight members.

Liaison with Other Organisations

It is stated that "the Association is a member of the Federation of British Industries and is represented on the grand council and on several F.B.I. committees. A close relationship also exists with the Association of British Chemical Manufacturers, with which the Association is affiliated, and, by its representation on about a dozen committees, with the British Standards Institution. Regular exchanges of views take place with the British Medical Association, the Royal College of Veterinary Surgeons, the British Veterinary Association, the Pharmaceutical Society and the National Pharmaceutical Union. The British Pharmacopœia Commission, the Codex Revision Committee of the Pharmaceutical Society and the National Formulary Committee offer the Association opportunities of expressing views on impending alterations in the monographs and formularies for which they are responsible. Other organisations with which the Association is in communication from time to time include the Guild of Public Pharmacists, the Institute of Public Supplies Officers, the London Chamber of Commerce, the British Chemical Plant Manufacturers' Association and the Glass Manufacturers' Federation."

Overseas, the Association communicates with the World Health Organisation and trade associations having similar interests to its own.

The booklet closes with a brief survey of the progress and achievements of the pharmaceutical industry, and the statement that "the pharmaceutical industry of this country may fairly claim to have served the nation well during its long history and particularly during the years covered by this account. The future is uncertain, but even greater progress can confidently be prophesied in the years to come."

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN

PRIZES FOR BRANCHES TO AWARD TO STUDENTS

Examination to be based on knowledge acquired during practical training

THE Council of the Pharmaceutical Society is prepared to award annually copies of the British Pharmaceutical Codex to branches of the Society for presentation to students on the basis of a scheme of examination approved by the Council for each branch. That announcement was made at a meeting of the Council held in London on January 4, the president (Mr. E. A. Brocklehurst) in the chair. The award was recommended by the Organisations Committee and the proposal is being circulated to branches for comment. A branch desiring to take advantage of the offer should submit for approval particulars of a scheme of examination designed to test the knowledge that the candidate has acquired of the practice of pharmacy during his practical training. Candidates must have completed at least one year and must take the examination before the completion of the second year.

THE PRESIDENT reported with regret the deaths of Messrs. T. R. Morris, R. S. Whitelaw, H. E. Matthews, and L. W. Ragg. The Council decided to make a grant of £500 to the Executive of the British Pharmaceutical Conference for assisting young pharmacists to attend the meeting of the Conference being held in Aberdeen in September. The Council accepted with regret the recommendation that no Franco-British Pharmaceutical Congress should be held in 1955 (see *C. & D.*, January 8, p. 27), and sympathy was expressed with the Folkestone Branch of the Society at the enforced cancellation of the arrangements. A letter from the Ministry of Food in connection with the Food and Drugs Amendment Act, 1954, asking for comments on the draft Food Hygiene Regulations and Codes of Practice was considered, and it was decided to reply that the Society had no comments to make.

Removals from Students' Register

On the recommendation of the Education Committee the registrar was authorised to remove from the register of students, with effect from January 1 of each year, the names of students who had been registered for seven years but who (a) did not enter for the Intermediate examination held during the preceding year or (b) having passed the Intermediate examination at least two years previously, did not enter for the Qualifying examination during the preceding year.

The Benevolent Fund and War Aid Committee's report showed that grants amounting to £400 had been made to eight widows, three members, and one dependant of a member. A recommendation for a grant of £1,000 in another case was approved. One application for assistance was deferred. In the last quarter of 1954 the Benevolent Fund made grants amounting to £2,111 to thirty-five applicants, against forty-six grants and £3,167 in the last quarter of 1953. The total of grants in 1954 was £6,672 against £9,251 in 1953. Subscriptions in the December quarter of 1954 were £7,019, against £7,119 in the same quarter of 1953. The receipt was reported of a gift to Birdsgrove House of £60 from the Plymouth Branch of the Society and a letter was received from the Manchester and Salford Branch stating that £150 had been raised by the Branch to provide a memorial for the late Mr. Thomas Miller. The warden's report stated that in the month to December 16, 1954, twenty-two guests stayed at Birdsgrove House for an aggregate of forty-seven weeks, against twenty guests and fifty weeks in the same month of 1953.

The report of the curator of the Society's museum recorded that Miss B. P. Jackson, B.Pharm., F.P.S., had been awarded the degree of Doctor of Philosophy of the University of London. Her thesis was entitled "Studies in the Genus Datura," and her researches were made in the laboratories and experimental gardens of the Society's museum. She held a research scholarship of the Society in 1950-53. THE LIBRARIAN reported the gift of a rare and valuable Lambeth drug jar from Mr. W. Cooper, Bristol (a member of the Society's Council).

THE PRESIDENT reported that he had sent a message of greetings and good wishes to the Indian Pharmaceutical Congress held December 31, 1954, to January 2. It was agreed that a message of greetings should be sent to the Pharmaceutical Society of Japan on the occasion of its diamond jubilee celebrations to be held in April.

The Council appointed Sir Hugh Linstead to be its representative at a meeting of the provisional committee and sponsoring bodies of the United Kingdom Committee for the World Health Organisation on February 11, and Mr. G. Hughes to attend on the Society's behalf a Health Congress at Bournemouth on April 26-29 under the auspices of the Royal Sanitary Institute.

THE PRESIDENT reported that he had sent a message of goodwill to the Association of British Pharmaceutical Industry on the occasion of its twenty-fifth anniversary.

It was reported that thirty-eight persons had been registered as students in December 1954, making a total of 922 registrations for the year, against 838 for 1953. Applications for registration from four pharmacists under reciprocity arrangements were granted on the recommendation of the Law Committee, subject to submission of the required documents.

The Law Committee's report showed that in November 1954 the Society's inspectors and agents visited 1,206 authorised sellers, thirty listed sellers, and 550 drug store proprietors and similar traders. Five cases of alleged infringements of the Pharmacy Acts and one case of alleged infringements of the Penicillin Act were considered, and appropriate action was taken.

On the recommendation of the Education Committee, approval was given to the Plymouth Technical College for the provision of a course of instruction for the Qualifying examination for five years. The Finance Committee's report recommended, and the Council approved, that the action of the secretary in making payments amounting to £3,954 and the action of the treasurer in paying accounts amounting to £35,423 should be approved. The Council agreed to defer the date of its June meeting from May 31 to June 7.

AGAINST THE STREAM.—A medical friend of ours who is at the moment visiting the United States had the misfortune to run out of tooth-paste in Iowa. At the nearest drug-store he shouldered his way past the Kwik Lunch counter, the toys, the telephones, and the Bantam Books, and found himself in the dim atmosphere of that submerged appendix to the establishment the counter marked Chemicals, Biologicals, Cut-Rate Drugs. "Why, hello there!" said the young lady behind the counter, delighted to assist our friend's deliberations. He intimated his desires, and the young lady indicated a vast pile of assorted tooth-paste, all as green as grass. Our friend's Scottish blood rose to take command. "Yes," he said, "but do you have any *without* chlorophyll?" A visible shudder ran through the young lady, and her manner became cold and distant. "I guess so," she said doubtfully, and disappeared into the back of the store. She was absent for several minutes, giving our friend time to contemplate a notice reading "America's *Finest* Vitamin." Eventually she returned, bearing a dusty and rather battered package, which she handled with evident distaste; it was clear she was going to apply for danger-money that very afternoon. However, the contents were indeed tooth-paste, and after scrutinising the tube to make sure it incorporated no Cut-Rate Drugs or Biologicals our friend handed over the money in a chilly silence and withdrew.—Peripatetic Correspondent in *Lancet*.

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Retail Sales Statistics

THE Board of Trade has not been slow to make use of the 1950 Census of Distribution, the second volume of which was published in July 1954 (see *C. & D.*, July 24, p. 103). This week it announces (see p. 77) substantial improvements in the method of collection of information from which statistics of retail sales are prepared.

The Board of Trade has compiled and published statistics of retail trade monthly for many years. Until 1946 the information was based on monthly returns of sales only from large-scale retailers (department stores, multiple organisations and co-operative societies) which contributed their monthly sales figures through their trade associations. In 1946, 1947 and 1950 voluntary panels of " independent " retailers were recruited so that the statistics would be more representative. Even so it has been known that the statistics were not as reliable as they might be, but until the taking of the 1950 Census of Distribution insufficient information was available about the structure of retail trade and the relative importance of the various trades. The Census showed up deficiencies in the scheme, of which the most outstanding was the lack of balance in the existing sample of contributors.

Accurate statistics of retail trade are a valuable guide to the Government on consumer expenditure. Their value to the individual retailers as an index of their own efficiency is obvious. It is to be hoped therefore that retailers will respond to the President of the Board of Trade's appeal if not from an access of public spirit at least from enlightened self-interest. The Board itself pays tribute to the striking public spirit shown by the retailers, some of whom have been contributing information without a break since 1946.

Certainly the information that is demanded is not excessive and should involve the minimum expenditure of effort by those taking part.

Smoking and Thrombosis

AMERICAN statistics that appear to incriminate cigarettes as a cause of more deaths from coronary thrombosis among smokers than among non-smokers are reviewed in the current issue of the *British Medical Journal*. In one age group (50 to 64), indeed, the death rates for coronary thrombosis were actually 120 per cent. higher among men who were currently smoking more than twenty cigarettes a day than among those who did not smoke. Coming at a time when so many who took temporary alarm at the much publicised (if not yet proven) risks of lung cancer from smoking had shown signs of settling back again into complacency or resignation, the present findings may cause a new oscillation in tobacco sales curves.

The new observations were made in the course of lung cancer investigations. The American Cancer Society had gathered together data relating to 190,134 adult white males in five months in 1952, and eighteen months later again obtained data about 99·8 per cent. of them. Of the lesser number (187,766), 2·6 per cent. (4,854) had died in the meantime, and of those there were certificates of death for 4,710. Among men who had at some period regularly smoked cigarettes the number of deaths was 53 per cent., and among those still smoking over twenty cigarettes a day 75 per cent. higher than the rates among non-smokers. The findings are similar in kind to, if different in percentages from, observations made among British doctors (see *B.M.J.*, 1954. **1.** 1451) in 1951—54. Our medical contemporary's comment is eminently fair to tobacco. Its leader-writer points out that occupations requiring only light physical work, which have been shown to be associated with coronary thrombosis, may give greater opportunities for heavy cigarette smoking, and hints that the most likely way of proving the connection of cigarette smoking with coronary thrombosis is to bring about abstentions from cigarette smoking and watch for any effects on the mortality figures. Even with those allowances made, the association of the two things with one another seems too evident to be easily laughed off. At all events they are taking it seriously in America. The American Cancer Society has called a conference of Federal and voluntary agencies to discuss the matter as a public health problem.

Pyrethrum from Aden

A SAMPLE of pyrethrum flowers grown on the Audhali Plateau, Aden, was sent to the Colonial Products Laboratory, London, recently, for estimation of their pyrethrin content and the assessment of their market value. Feuell and Jarvis (*Colonial Plant and Animal Products*, 1954. **4.** 260) state that the flowers had a total pyrethrin content of 1·25 per cent. made up of 0·83 per cent. pyrethrin I and 0·42 per cent. pyrethrin II. The high ratio of the more active pyrethrin I was a remarkable feature of the sample—usually it does not exceed 1·2:1.

Whilst the total pyrethrin content was slightly less than in Kenya pyrethrum (which has a minimum of 1·3 per cent., with some of the newer strains developing as much as 2 per cent.), the yield was sufficiently high to hold out some promise for the future.

ARTEMISIA

WHERE mountains tower
To inaccessible peaks.
Where nature is—
Sublime and solitary,
Here, in the Spring,
Upon these mighty slopes,
There blooms
The small white flower
Of artemisia,
The only source
Of that worm-killing drug
We know as santonin.

H. A. B.

Onward from Galen

A CURRENT CAUSERIE

THE National Fund for Poliomyelitis Research benefits from a competition that was open to visitors to the Schoolboys Own Exhibition, London, December 31, 1954, to January 13. Competitors were asked to guess the weight of the largest of the seventeen elephants in Tom Arnold's Harringay Circus, the first prize being a bicycle, the second a chemistry set. Two seats for the circus were given to every hundredth competitor. The entrance fee of threepence went to the Fund. Personalities from the circus appeared on the stand each morning. Another exhibit of pharmaceutical interest at the exhibition was the stand of the manufacturer of a soft drink which featured a sporting "endurance" test in which the competitor—presumably fortified with the beverage—was invited to pedal a stationary bicycle on the stand, entrants reaching a speed of 30 m.p.h. being awarded a signed photograph of a sporting celebrity.

★

THE January issue of *The Practitioner* is devoted to a symposium on penicillin, published to coincide with the twenty-fifth anniversary of the publication of Sir Alexander Fleming's first report on its discovery. The symposium, whose purpose is stated to be "to provide a critical review of the present status of penicillin," includes a foreword by Sir Alexander, and articles by Dr. K. R. Capper (editor of the scientific publications of the Pharmaceutical Society), Mr. A. L. Bacharach (Glaxo Laboratories, Ltd.) and Professor Robert Cruickshank, who recently accompanied Sir Alexander Fleming on a visit to the factory of Parke, Davis & Co., Ltd., at Hounslow (see *C. & D.*, January 1, p. 2). The foreword cites penicillin as "a perfect example of international co-operation," having been discovered by a Scotsman working in London, developed by an Australian assisted by a German-born Russian in Oxford, given top priority as a method of national defence by an English Prime Minister, and pioneered commercially by the United States of America. It is stated that, in the annals of medical history, Fleming and Florey are certain of permanent and honoured niches beside those of Pasteur, Lister and Ehrlich.

★

WEST Germany, which so far has had to face no armaments strain, enjoys a new economic boom, according to end-of-year Government reports. The index of West German industrial production in November 1954 stood at 202, against 100 in 1936 and at the end of 1949. It has thus doubled in the past five years. The November index was 5 per cent. higher than in October, and almost 13 per cent. more than in 1953. As the number of employed rose only 40 per cent. in the past five years, the 100 per cent. increase in production is mainly attributable to increased productivity. The biggest increase was in the investment goods industry, where the index at 235 was 6·4 per cent. higher than in October 1954, and 21 per cent. more than in 1953. Full employment was reached in the chemical industries. One exception to the end-of-year picture of boom has been the chemical industry which, according to a report, has still failed to catch up the lead won by foreign competitors. Recent figures from the Organisation for European Economic Co-operation (see p. 53) show that the index of industrial production in the West German chemical industry lagged well behind that of other nations with 168 (1938 figure 100) compared with 177 in France, 230 in Italy, 252 in Belgium and 269 in Austria. Britain, Holland and the United States had already passed the 300 mark earlier in the year. The chemical industry blames the position on lack of capital for investment. In 1952 investments in the industry totalled only DM 800 millions, while in 1953 they had sunk to DM 750 millions.

CORRESPONDENCE

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

SELECTIVE TOXICITY

SIR,—A container received today from a large pharmaceutical house was labelled "Poison in Northern Ireland only." Talk about Irish! How does one explain that to a layman, or indeed to anyone with claims to literacy?

MONSIEUR POTARD

TITLE

SIR,—The letter from Mark Downer (*C. & D.*, January 8, p. 41) is timely. "Druggist" may perish unmourned; but it would be a serious loss if plain "chemist" were allowed to die from neglect. That is the designation by which we are known to the public, and the big-scale advertisers use it in their announcements on posters and in the popular Press. Let us stick to it, for it is ours by use and wont. Vast sums were expended some years ago in an effort to turn undertakers into funeral furnishers or morticians. Undertakers they remain. Similarly, attempts to popularise the title "pharmacist" for the nation's dispensers will not prevent Mrs. Smith from announcing to her family that she is "going to the chemist's."

CAMBRIDGE BERNARD GILL

"RELATIVE VALUES"

SIR,—I have noticed a letter on p. 622 of your December 18, 1954, issue from Mr. R. G. Davies-Johns. As an accountant in industry I feel that his "stage 3" is most unlikely. If it is true that four years' training in accountancy is sufficient to warrant a four-figure salary, even for someone who has not qualified as a Chartered, a Certified or an Incorporated accountant, then there must be a lot of qualified accountants who are at present underpaid; I am sure they would welcome the address of a firm prepared to guarantee them £1,000 a year after four years' training. The relative merits of a qualified accountant and a pharmacist are matters of personal opinion, but an accountant would have to pass three examinations and spend between four and five years on study in order to qualify, so I imagine they would rank approximately equal.

C. S. CRABB,

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PROOF OF SUCCESS

SIR,—May I express my delight at the current attack on C.F. by the *Daily Express*. Is there something sinister in the timing of that attack, or does it just happen to occur when the C.F. display fortnight and the tripartite meeting are both imminent? This big attack on presumably the Chemists Federation scheme should be of great interest to those chemists who make a half-hearted C.F. display adjacent to a pile of Beecham products, or have a neat show of C.F. items in the shadow of an Aspro clock. For the attack means one thing only: that the C.F. scheme is succeeding, and that grocers are after enlisting the aid of the "howling" Press to secure chemists' goods for their retailing. For so many years chemists have sat back and let grocers and chain stores take over profitable sales which chemists have patiently and laboriously built up! Now the howl is being heard on a national wave-length and they are after our gravy with a vengeance! The majority of the products on the C.F. list would perhaps not be missed. I would love to see the village store trying to sell such huge C.F. sellers as antileptospiral or anticholera vaccines. Or perhaps they would be having fresh sales ideas for proteolised liver, or picrotoxin solution? The sales executives need have no dilemma. The writing is on the wall of the *Daily Express*, and that paper's article slating C.F. is the finest tribute to the efforts of Messrs. Kemp and Co. Every chemist should give C.F. the fullest support.

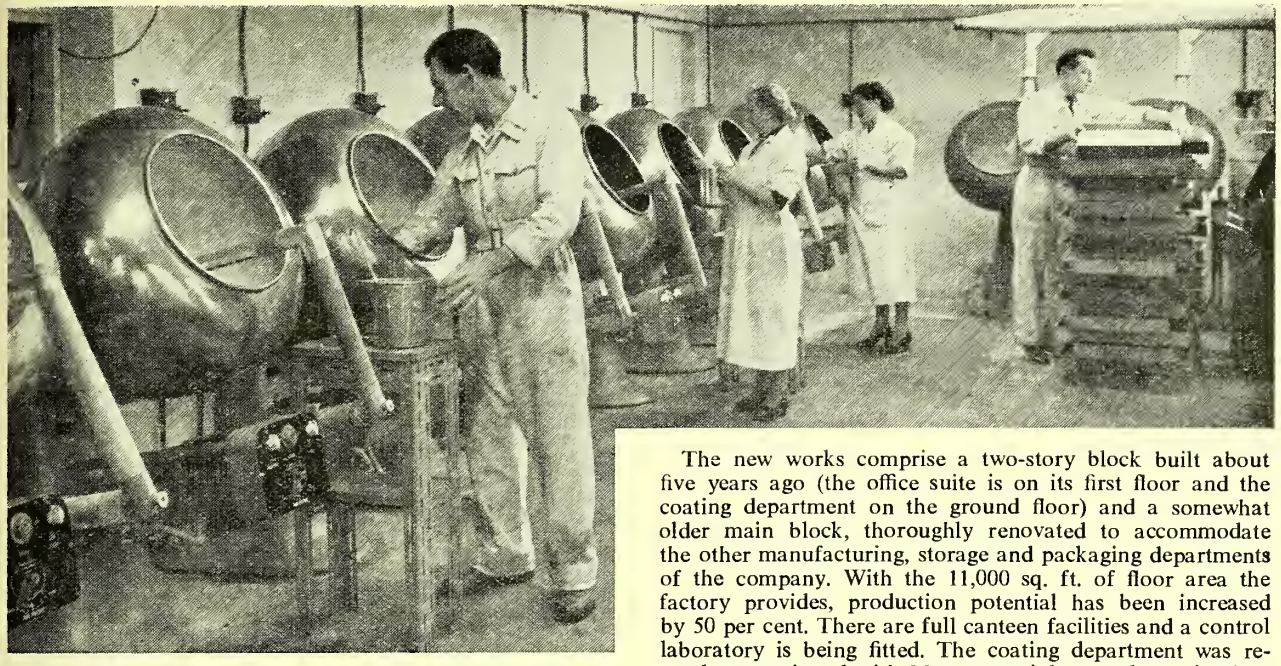
KINGS LYNN F. C. BENTLEY

APPRECIATION

HAVING retired, I regret I shall have no further need to renew my subscription. I would, however, like to say how useful it has been over the years, and how much I appreciate the help that I have received from your Information Bureau.

A TABLET-MAKER'S PROGRESS

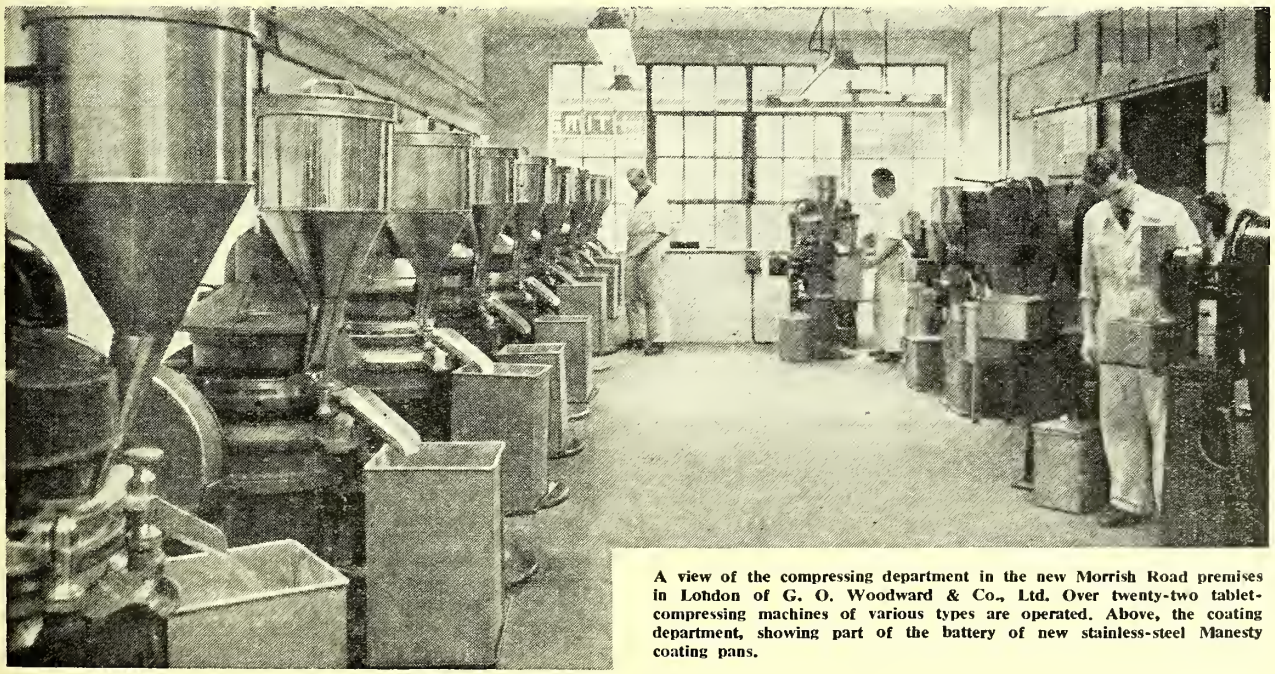
New premises for G. O. Woodward & Co., Ltd.



ESTABLISHED only nine years ago in Larkhall Lane, London, S.W.4, the business of G. O. Woodward & Co., Ltd., specialising in the manufacture of tablets to customers' own formulas, has made rapid progress. Within six years of its foundation it absorbed the business of C. F. Abel, Ltd., and established the granulating and compression departments at that company's works at Nunhead Green, S.E.15, the coating and packing departments remaining at Larkhall Lane. Today the company has again expanded, acquiring new premises at 45 Morrish Road, London, S.W.2, at which the whole of the company's activities have been centralised.

The new works comprise a two-story block built about five years ago (the office suite is on its first floor and the coating department on the ground floor) and a somewhat older main block, thoroughly renovated to accommodate the other manufacturing, storage and packaging departments of the company. With the 11,000 sq. ft. of floor area the factory provides, production potential has been increased by 50 per cent. There are full canteen facilities and a control laboratory is being fitted. The coating department was recently re-equipped with Manesty stainless steel pans in place of copper pans and over twenty-two compressing machines of various types are in operation in the compressing department.

The granulating department comprises a series of self-contained units each equipped with granulators, sifters, mixers and ovens, so that each job is completed with no fear of contamination. There are eight such units (two in course of construction). Each machine is equipped with its own electric motor, and an adequate reserve of machines is maintained so that orders for tablets required at short notice can be quickly filled.



A view of the compressing department in the new Morrish Road premises in London of G. O. Woodward & Co., Ltd. Over twenty-two tablet-compressing machines of various types are operated. Above, the coating department, showing part of the battery of new stainless-steel Manesty coating pans.

ESSENTIALS OF TREATMENT

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By a Medical Man

24. DISEASES OF THE SKIN (continued)

Acne Vulgaris

THE skin condition known as acne vulgaris is, in its most acute form, essentially a disease of puberty, and should not be confused with *Acne rosacea,* which is caused by a chronic vascular congestion of the nose and central part of the face occurring in the middle and later decades of life. Fundamentally, acne vulgaris is not an infection. It is believed to be due to an inborn error of metabolism associated with an increase of the androgen/œstrogen ratio in males and the androgen and progesterone/œstrogen ratio in females. Typically, also, the sufferers have a seborrhœic skin (i.e., one that tends to be greasy). The sebaceous glands enlarge at puberty, probably as a result of androgenic stimulation. The process of enlargement is exaggerated in acne. The sebaceous glands and ducts become blocked with sebum, and at the orifice of the ducts there is an excessive keratinisation of the epidermis of the skin. The mouths of the glands thus become blocked, and the increased quantity of sebum present causes a local inflammatory reaction. Often secondary invaders are present, and typically three organisms are found: the acne bacillus; the bottle bacillus (pityrosporon of Malassez), and the *Staphylococcus albus.*

Treatment is both local and systemic. As the sex hormone ratio appears to be one of the fundamental causes, it might be expected that its correction would relieve the condition. The administration of oestrogens on their own helps in some cases, but hormones cannot be regarded as specific in any case. The dose normally given to female patients is 0·5 to 1 mgm. of stilbœstrol or its equivalent daily for seven days after the completion of the menses, but sole reliance should not be placed on that treatment. Local therapy should be given to every patient.

Local treatment is directed mainly at keeping the duct openings patent by encouraging the skin to peel. Peeling may be brought about by the use of certain lotions and creams and also by small erythematous doses of ultra-violet rays. Generally speaking, ultra-violet therapy is restricted to cases that do not show an adequate response to local applications. Sulphur and zinc salts are popular remedies that cause mild peeling. The dose is varied according to the reactions of the individual patient. There is some evidence to support the view that patients acquire a tolerance to such applications, so that the concentrations of zinc and sulphur have to be increased from time to time. A suitable formula for a lotion is:—

℞	Zinci sulphatis	ʒ i ss
	Potassæ sulphuratæ	ʒ i ss
	Aquam ad	℥ iv
	Misce fiat lotio.	

If a cream is preferred the following formula is suitable:—

℞	Sulph. præcipit.	ʒ i
	Acid. salicyl.	gr. 40
	Paraff. moll. flav.	ʒ iii ss
	Cer. emulsificant.	ʒ iv
	Aquam ad	℥ iv
	Misce fiat cremor.	

Before one of those preparations is applied the face should be washed with a soap containing sulphur, and the soap lather massaged well into the skin before rinsing. In some cases it is useful to apply steam towels to the face before washing, so that the openings of the pores are dilated, allowing the contents of the ducts to be evacuated. After washing, the skin is well dried and the lotion or cream rubbed well into the skin.

If comedones (blackheads) persist, they can be gently removed by means of a comedone expressor. The design of the instrument is important. If the hole is too large, further injury and scarring result. The hole should just admit a pin of normal size. Ultra-violet rays are useful, particularly for lesions in the chest and neck, but, as the rays encourage keratinisation, sulphur and zinc preparations should also be well massaged into the affected areas. It may be necessary to reduce the concentration of the active medicaments. Finally, if the condition is accompanied by much secondary pyrogenic infection, a suitable antiseptic cream containing aminacrine or one of the propamidine derivatives is indicated. It is advisable not to use penicillin and other substances that might cause sensitisation.

Systemic therapy is applied to remedy digestive upsets and constipation. As in the treatment of most other skin complaints, patients are encouraged to take plenty of fluids, and a mixture containing potassium citrate sometimes benefits the patient. A suitable mixture is made according to the following formula:—

℞	Potass. citrat. ...	gr. xx
	Magnes. carb. ...	gr. x
	Tinct. card. co. ...	min. 15
	Aquam menth. pip.	ad ʒ ss
	Misce fiat mist. ...	Sig. ʒ ss t.d.s. ex aq.

General management of the patient consists in attending to his diet and reducing carbohydrates (particularly sugar itself) and fats. The use of oily hair preparations or of cosmetic face creams should be discouraged. Regular use of face powder is also to be deprecated, particularly during acute exacerbations. Emphasis is laid upon the word *regular,* because acne is a condition that occurs at an age when the patient is particularly interested in her personal appearance. The scars of acne are acutely embarrassing and, unless treatment is commenced early, they can be permanent. Fear of permanent scarring together with the inferiority complex produced by existing blemishes is bound to have a psychological effect on even the most stable mental equilibrium. The attention of patients must not therefore be directed at their blemishes, and they should be encouraged to hide them on suitable social occasions. Patients must be encouraged to take part in the full round of social activities, especially those connected with outdoor sports. Permanent damage can be done to the mental outlook of the patient, with the production of depressive states, if sympathetic attention is not paid to psychological factors.

Should all the above methods fail to correct the condition, it is sometimes justifiable to apply small doses of *x*-rays to the affected areas. Their effect, unlike that of the preparations described above, and of ultra-violet rays, does not depend upon the skin's peeling, but upon the depressive effect the *x*-rays have on the activity of the sebaceous glands.

Hyperidrosis

The term hyperidrosis is used to denote excessive sweating. The sweating may be generalised over the entire body, but more often tends to be localised to the palms of the hands, the axillæ, the soles of the feet or the perineum. Commonly, though not necessarily, the patient has a highly strung personality, and the unpleasant odour that excessive sweating frequently produces embarrasses the patient and aggravates his or her mental condition. Sometimes the affected area becomes secondarily infected with saphrophytic organisms, which find the moist skin an excellent medium on which to propagate themselves.

Treatment may be systemic and local, though systemic therapy is not usually given to any but the more severe cases. Atropine sulphate gr. 1/100, given twice daily, is of value, but has the disadvantage of causing side-effects, such as a dryness of the mouth. If, too, the dose is pushed much higher to its physiological limits, ocular disturbances occur. The patient is given a light diet restricted in alcohol, spices and other substances that cause vasodilatation. If there is much nervous tension, a sedative such as phenobarbitone is of value in the treatment of the condition. Local treatment consists in prophylaxis against secondary infection and applications designed to reduce the activity of the sweat glands. The patient is advised to have a warm bath daily and to lather the body well with a good-quality soap in order to remove all deposits of sweat. Many and varied are the lotions, creams and other preparations designed to reduce sweating. Potassium permanganate is probably still the most popular, but the following formulas are all satisfactory:—

℞ Potassium permanganate ... gr. 1
Water to ... ... 2 fl. oz.

or ℞ Surgical spirit

or ℞ Salicylic acid ... ... gr. 15
Talcum to ... ... 1 oz.

Potassium permanganate has the disadvantage of discolouring the skin, but that is not so important when the foot is the affected area. A foot bath containing a 1-in-4,000 solution of potassium permanganate is said to be of particular value. If the local condition is specially severe and medical treatment fails, surgical intervention by section of the appropriate sympathetic nerve has to be considered.

SHARE MOVEMENTS

October to December 1954

By a Financial Correspondent

BUSINESS and interest in the industrial department of the London Stock Exchange during the last quarter of 1954 and the early part of 1955 were on an even larger scale than in the third quarter of 1954, with the industrial ordinary share index establishing yet another high level. Drug trade company shares generally participated in that trend, although some reactions were evident in a few instances.

One of the best features of the entire industrial department was provided by Borax Consolidated £1 deferred which closed 49s. better at 108s. 6d., after having touched 110s. 3d. Rumours that the entire concern was to be taken over by American interests were mentioned in conjunction with those developments.† Elsewhere, Boots Pure Drug 5s. ordinary finished over 6s. higher at 31s. 10½d., after having established the new high level price of 32s. 1½d., with a regular and appreciable business completed. Beecham Group 5s. deferred finished without quotable change at 23s. 3¾., although they established the new high level of 25s. 4½d. in the meanwhile. Firmness coupled with a regular turnover practically every business day was also evident for Monsanto Chemicals 5s. ordinary which closed nearly 5s. higher at 33s., after having been dealt in up to 36s. 3d. in the meantime. Firmness and intermittent turnover were displayed by Smith & Nephew and Associated Companies 4s. ordinary which finished 5s. 9d. higher.

In the medium-priced share group, Aspro 5s. ordinary closed sixpence lower at 17s. 3d. Greef Chemical 5s. ordinary also finished sixpence lower at 14s., but they were dealt in up to the new high level of 16s. 4½d. during the period. The British Drug Houses 5s. ordinary finished at 11s. 6d., although they established a new high level of 12s. 3d. in the meantime. In the lowest-priced share section, Dufay 2s. ordinary closed threepence-halfpenny better at one shilling, after having been dealt in at 1s. 8d., but Arnold M. Gee 1s. ordinary closed sixpence lower at 2s.

Reckitt & Colman Holdings £1 ordinary continued to change hands practically every business day, with large-sized orders readily transactable outright and on the basis of a narrow difference between buying and selling prices. They closed about 1s. higher at 39s. 4½d., but were dealt in up to the new high level of 43s. 9d. in the meantime.

An irregular tendency was evident in the preference share section. Savory & Moore £1 5½ per cent. closed 1s. 3d. lower at 19s. 4½d. Beecham Maclean Holdings £1 4 per cent. were valued a few pence better at 17s. 7½d. Elsewhere, Taylors (Cash Chemists), London, £1 6 per cent. were priced about sixpence better at 22s. 10½d. Taylors (Cash Chemists) Trust £1 6 per cent. finished around the same amount higher at 23s. 4½d.

The accompanying table shows the price ranges during the period from January 1954 to January 1955.

Name of Company £1 units unless otherwise stated	January 1954-1955 High		January 1954-1955 Low		Latest	
	s.	d.	s.	d.	s.	d.
Albright & Wilson, 5s.	28	9	18	0	27	3
Allen & Hanburys, ord.	59	9	54	6	55	9
Do. 7% prefd. ord.	25	9	23	3	24	10½
Ashe Chemical, 1s.	1	8		9	1	8
Aspro, 5s.	19	10½	12	7½	17	3
Beecham Group, 5s. defd.	25	4½	13	4½	23	3¾
Beecham Maclean Holdings 4% red. cum. pref.	17	9	15	3	17	7½
Boots Pure Drug, 5s.	32	1½	22	9	31	10½
Do (Eastern) 6% cum. prefd. A...	25	3	23	0	24	7½
Do. (Western) 7% A prefd. ord.	28	0	25	0	28	0
Borax Consolidated, defd.	110	3	37	6	108	6†
British Drug Houses, 5s.	12	3	8	3	11	6
Cussons Sons & Co., 2s.	15	10½	10	0	13	6
Dubarry Perfumery, 1s.	1	7	1	0	1	4½
Dufay, 2s.	1	8		5	1	0
Evans Medical Supplies, 5s. ...	7	4½	5	1½	6	6
Gee, Arnold M., 1s.	2	7½	1	11	2	0
*Glaxo Laboratories, 10s.	73	0	34	6	35	6
Do. 10s. 8% cum. prefd. ord. ...	17	0	14	6	16	1½
Greef Chemical Holdings, 5s. ...	16	4½	7	3	14	0
Howards & Sons	17	0	14	3	16	0
Ilford, 5s.	17	1½	9	6	16	7½
Monsanto Chemicals, 5s.	36	3	21	6	33	0
Reckitt & Colman Holdings	43	9	33	0	39	4½
Sangers, 5s.	17	9	13	6	13	9
Savory & Moore, 5½% red. cum. pref.	21	0	18	6	19	4½
Smith & Nephew & Associated Companies, 4s.	32	10½	21	3	32	7½
Southalls (Birmingham), 5s.	10	0	7	6	8	9
Taylors (Cash Chemists), London, 6% cum. pref.	23	6	20	6	22	10½
Do. (Cash Chemists) Trust, 6% cum. pref.	23	10½	20	9	23	4½
Whites (Timothy) & Taylors, 5s. ...	35	10½	21	3	30	1½
Do. 7% pref.	30	6	27	0	30	4½
Yardley & Co., 4s.	37	3	28	6	37	3
Do. A 4s.	41	6	27	6	37	1½

*ex bonus.

†Since the above report was prepared, Borax Consolidated deferred shares have become a weak market, falling to 102s. 6d. on January 10, on which date the directors announced that they were not pursuing the American offer (see p. 58). They closed at 96s. 3d. on January 11.

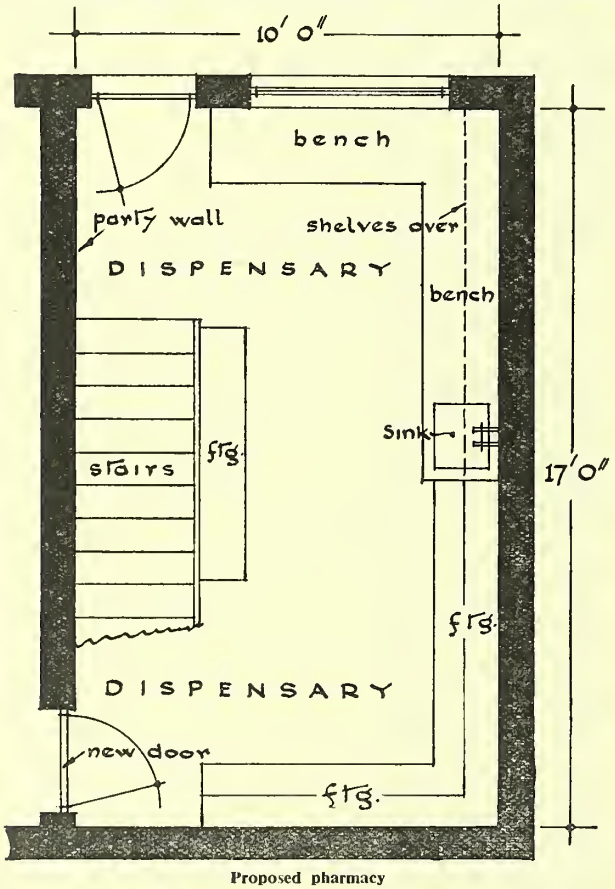


SHOPFITTING PROBLEM?

WRITE TO JAMES GRIMM

In the event of the dwelling-house next door becoming vacant, the landlord will let it to me, and as I wish to have a plan ready, I would appreciate your advice. I do not wish to remove the dividing wall, but rather to use the house portion as a dispensary. The plans for conversion have already been approved, and there will be a linking door at the rear of the premises.

IN the plan you have submitted two doors are indicated, together with a staircase and one window at the front of the premises. The overall dimensions are 17 ft. long x

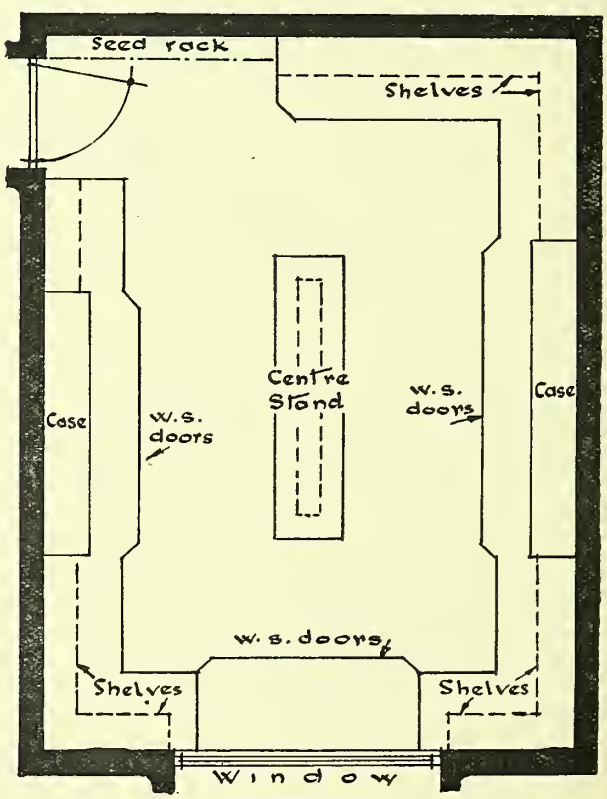


Proposed pharmacy

10 ft. wide. Presumably that is the only window, and for that reason I have placed the dispensary bench at that end of the room, where it will have maximum daylight. The bench is L-shaped in plan, running under the window and along the side wall and ending with a sink. That gives a bench 12 ft. long, which should be ample for your requirements. On the side wall it would be fitted with shelves above carried upon small metal brackets. The underside of the bench would be divided up into open lockers and cupboards as required. The top would be of hardwood (teak for preference) and you may wish to have a small length of it lead-covered against acid penetration. A gas burner may also be required, but as I do not know where the services are, that would be a matter for settlement when you have the bench installed. The remainder of the side wall, together with the end wall, would be given over to stock fittings, which are shown having two depths (shallow above and deeper back-to-front in the lower section). The overall height would be approximately 7 ft., and the lower section 3 ft. high. The lower part would consist of open lockers, with possibly some cupboards having wood sliding doors, the depth back-to-front being approximately 18-21 in. The upper section would be open lockers throughout, with the possible exception of a poisons lock-up cupboard situated in a convenient position, probably closely adjoining the end of the dispensing bench. Backing upon the stair a further stock fitting shown is of one depth only, the length being governed by the stair length, of which I have no definite details. That leaves an approximate working space of 4 ft. from the face of this fitting and the front edge of the dispensary bench. I have assumed the width of the stairs to be 3 ft. The fitting would be approximately 12 in. deep back-to-front, and the dispensary bench 21 in. wide.

We have a room at the rear of the shop which is at present used for holding bulk stock, like turps, etc. I had in my mind to turn it into a horticultural shop (garden chemicals, weed killers, paints, oils, varnish, soaps, detergents, etc.). What would be the best design and fittings for such a shop?

AS no dimensions have been given I have assumed an area of 16 x 12 ft. with corner door and one window. Here the room has a continuous fitting 3 ft. high running around all four walls, the depth of the fitting varying from 21 in. to 25 in. as shown on plan. Where the fittings break forward with small splayed corners they would be in the form of cupboards having wood sliding doors. The fittings on either side of such units would have open lockers. On top of the low fittings, that is on the two long side walls, would be introduced two showcases having glass sliding doors at the front and two or three lines of plate glass shelves internally. Their height (above the 3 ft. continuous fitting) would be 3 ft. 6 in., thus making the overall height 6 ft 6 in. Flanking either side of each showcase and wrapping around the end walls would be wooden shelves to take stock and display.

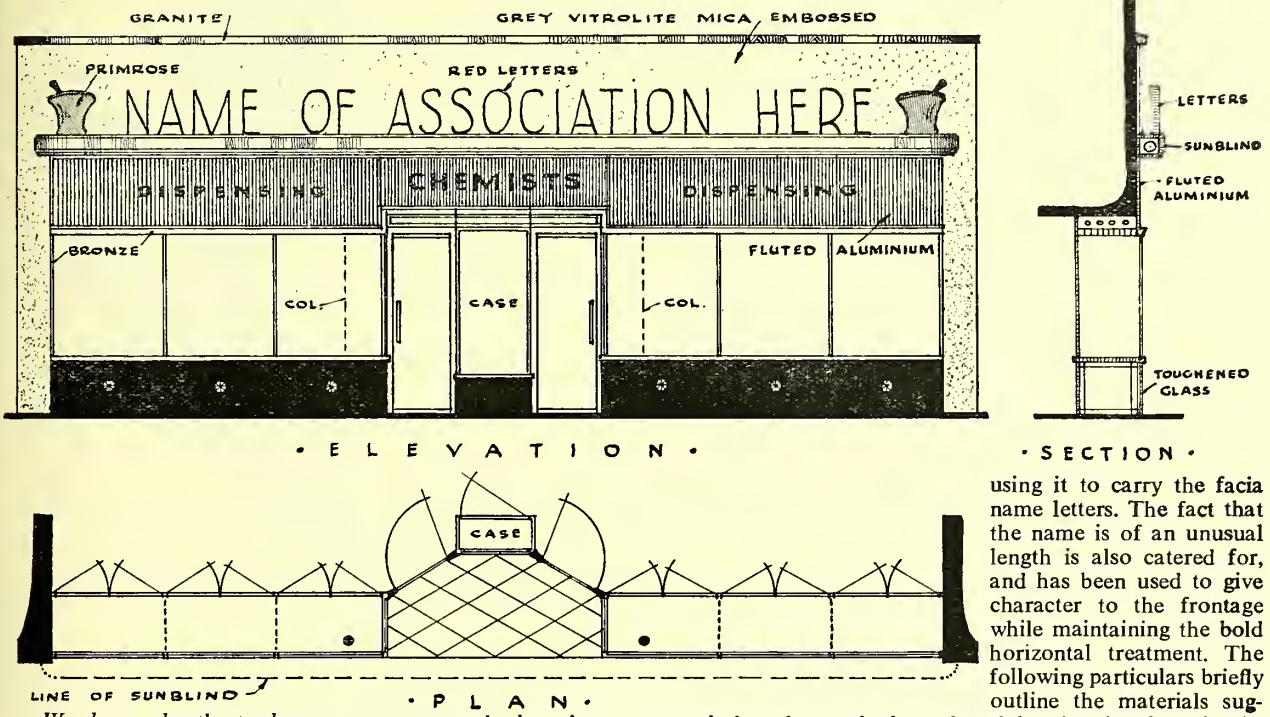


Horticultural shop

Where the door occurs a shallow fitting or rack has been indicated, on which seeds and such small packeted items might be displayed and sold. In the centre of the room a long stand indicated comprises a series of built-up

shelves to give an open central display. While it is more than probable that the area you propose to give over to your horticultural shop is different in shape and area, it is hoped that the sketch plan and ideas given above may enable you to arrive at a satisfactory plan. As to the purchase of shopfittings the best procedure is to approach a selected shopfitting firm and ask them to send a representative. He would then survey the areas concerned and produce drawings and estimates of the fittings you require. That is preferable to buying standard unit showcases, etc., and trying to fit them in yourself as, by having your fittings purpose-made, you not only obtain maximum stock capacity but also gain the pleasing finish and oneness which only detailed planning can give.

The essential factor in the scheme is the position of the sunblind. You would not be allowed by local by-laws to position the blind below the 7 ft. 9 in. ceiling height. By-laws vary slightly according to town and district, but it is rare that a blind box is allowed lower than 9 ft. to its underside. In many places it must be 10 ft. My drawing shows the blind box positioned at 10 ft. from the underside of box to the pavement. That means, of course, that the blind box must project from the face of the building, but the solution of such a design problem is often to turn the seeming difficulty into an advantage. In the scheme submitted, the projecting blind box has been utilised to give a bold horizontal line to the facia, while at the same time using it to carry the facia name letters. The fact that the name is of an unusual length is also catered for, and has been used to give character to the frontage while maintaining the bold horizontal treatment. The following particulars briefly outline the materials suggested that the method employed by the shopfitter in the construction of the shopfront.



• E L E V A T I O N •

• SECTION •

• P L A N •

We hope shortly to have some structural alterations carried out to our premises, in order to increase our present shop space. The photograph enclosed shows the building as it is at present. The structure marked with a cross is to be completely dismantled and rebuilt to match the remainder of the building. The adjoining wall will then be knocked down and the shop space considerably increased. As part of the shop will have to be dismantled anyway, we thought it might be a good idea to alter the whole shopfront to give a more balanced appearance. You can see that the building is old, and we do not wish to give it a very modern appearance. On the other hand we want to give it a cleaner look with good windows for show and a larger central entrance. The present facia board and blind box are undoubtedly ugly, but the ceiling of the shop and windows is only 7 ft. 9 in. high, and recessing the blind box below the level of the ceiling would make the shop look even lower than before. Placed on the outside of the front wall of the building as at present, the blind box would project and look unsightly. Can you please offer any suggestion?

WORKING from the 7 ft. 9 in. dimension stated in your letter, your sketch of the proposed shopfront, and the photograph of the existing premises, I have prepared the adjoining drawing. Obviously, with the proposed increase in the length of your frontage, structural steel will be necessary. Though there is no indication of it on your sketch, I have divided the shopfront length equally into three, and shown two supporting columns. That is reasonable with a span of approximately 35 ft.

SHOPFRONT: Above the facia, to give a clean sharp top line to the frontage, a black granite cap is shown. It is flashed back into the building face along the top edge with 4 lb. lead. The facia and pilasters are of pearl grey vitrolite, mica embossed to remove the high gloss and to give a soft texture finish. The sunblind lath and box facings would be sheathed in bronze metal, the ends of the blind box being radiused back into the pilasters as shown on the plan. The top of the blind box would be flashed with lead. The facia letters would be of block type formed from sheet metal and stove enamelled to burgundy colour and having neon tubes behind (to burn red) which would halo the letters, thus making them stand out in silhouette against the light-coloured facia. The mortar and pestle are again of built-up sheet steel, stove-enamelled primrose in colour and with green neon at the back. The shopfront frieze is of fluted aluminium, stove enamelled to a blue grey (deeper than the grey vitrolite) and the letters "Dispensing" and "Chemists" would be cast aluminium stove-enamelled white. The sash frames are of drawn bronze metal, while the stallrisers are of black toughened glass. The two entrance doors are of armour plate with bronze top and bottom channels and bronze metal handles. The lobby floor is of cream terrazzo with brass or black fibre inserts forming the diamond pattern. The shop windows are 30 in. deep back to front and are lit by overhead fluorescent tubes concealed behind egg-crate baffle louvres.

Have you a shopfitting problem? Write to James Grimm, c/o the Editor.

NEW BOOKS

Catalogus van Chemische Apparatur, II

Bureau voor Bedrijfsdocumentatie, Hilversum, Holland. 9½ x 6¼ in. Pp. 194. Hfl. 25 with Volume I (not sold separately).

THE first volume of this two-part catalogue listed Dutch manufacturers. It was reviewed in these columns in August 1954. The second volume now available lists Dutch representatives of foreign manufacturers, with their data.

Chemical Business Handbook

JOHN H. PERRY, PH.D. (editor). *McGraw-Hill Book Co., Ltd.*, 95 Farringdon Street, London, E.C.4. 9¾ x 7 in. Pp. 1,323. £6.

IN twenty sections, this encyclopædic reference book covers all major phases of business operation (in America), from financing a business enterprise to advertising and selling its products. Each section is the work of specialists. The essentials of cost accounting, market research, buying, production, patents, and industrial toxicology are included among the many aspects dealt with. A 32-page index rounds off the work.

Exporters Year Book

ARTHUR J. DAY, A.M.I.EX. (editor). *The Syren & Shipping, Ltd.*, 26 Billiter Street, London, E.C.3. 9½ x 7¼ in. Pp. 320 plus diary and appendices XIV. 40s. (including subscription to the *Merchant Shipper* monthly.

IN its thirty-ninth year of publication the book follows the previous pattern of providing a reference book of the documents required in international trade. Also under each country is set out such matter as area, airports, currency, weights and measures, and postal information. A list of abbreviations with explanations of phrases used in commercial transactions appears in the appendix following the diary section for 1955.

The Sulphur Data Book

WILLIAM N. TULLER (editor). *McGraw-Hill Publishing Co., Ltd.*, 95 Farringdon Street, London, E.C.4. 9¾ x 6¾ in. Pp. 129 plus index. £2.

THE book has been compiled by the technical staff of the Freeport Sulphur Co. and edited by the Superintendent of Laboratories, Louisiana division, Port Sulphur, Louisiana, U.S.A., as a reference book for use by chemists, engineers and students who work with sulphur. The principal topics discussed are: The nature of sulphur, physical and chemical properties, reaction thermodynamics, solubility of sulphur in various substances, and methods of sulphur analysis. Also included are sulphuric acid conversion tables and a bibliography. The aim of the editor has been to offer working material rather than a survey of literature, and for that reason contradictory data of different investigators has been omitted.

Intermediate Chemistry

T. M. LOWRY, C.B.E., M.A., D.SC., F.R.S., and A. C. CAVELL, M.A., B.SC. *Macmillan & Co., Ltd.*, London. 8½ x 5¼ in. Pp. 957. Sixth edition. 18s.

IN the current edition to this work, first published 1936, several changes have been made to the inorganic section. The physical data are revised and details of modern industrial developments are included. The softening of water by ion-exchange resins, the manufacture of hydrogen from natural gas, and of magnesium from sea water, are among subjects newly described. The accounts of certain manufacturing processes, such as the oxidation of ammonia to nitric acid, the production of phosphorus, and the isolation of bromine from sea water, have been modernised. In the physical section, the liquefaction of air is dealt with more fully and more up-to-dately, and the chapter on thermochemistry has been rewritten. Almost the whole of the organic section is also rewritten, and two new chapters are added on the sources and production of organic chemicals and high polymers. An elementary account is given of the conversion of petroleum into petrochemicals. Many more structural formulæ have been used to illustrate chemical reactions.

Directory of British Rubber Manufacturers and Products

Federation of British Rubber Manufacturers' Association, 43 Bedford Square, London, W.C.1. 11¼ x 9 in. Pp. 234. 25s.

AMONG the contents of the directory are an index of manufacturers and an index of products. A feature of the index of manufacturers is the listing under each manufacturer of the company's overseas distributors. The index of products is divided into sections including druggists' goods and surgicals, and gives the manufacturers of each item. There are also an alphabetical index of products and French and Spanish keys to the index of products. A thumb index to the sections of the book is provided.

Peripheral Nerve Injuries

THE NERVE INJURIES COMMITTEE OF THE MEDICAL RESEARCH COUNCIL (EDITOR: H. J. SEDDON). *H.M. Stationery Office*, York House, Kingsway, London, W.C.2. 9½ x 5½ in. Pp. 452. £2 15s.

THE report—No. 282 in the Medical Research Council special series—has been prepared by a Nerve Injuries Committee appointed by the Council early in the 1939-45 war. It comprises a series of studies based on general and special investigations carried out at five Nerve Injuries Centres which the Ministry of Health and the Department of Health for Scotland set up as part of the Emergency Medical Service. The first of its ten sections outlines the methods of investigating nerve injuries. Section two deals with injuries (a) in which the continuity of the nerve is preserved and (b) associated with fractures. Other sections review cases of pain in hand or foot following injury to a nerve; survey neurovascular lesions; and describe electrical methods of diagnosis of peripheral nerve injury. The studies are illustrated with plates, drawings and graphs.

BRITISH FINE CHEMICALS AND THEIR USES

25. SODIUM THIOSULPHATE

SODIUM thiosulphate, almost invariably spoken of by the chemically incorrect name "hypo" or sodium hyposulphite, is used for an ever-increasing number of industrial purposes. Though it was formerly obtained mainly by the action of sulphur dioxide on sodium sulphide, or from alkali waste, recently great efforts have been made to prepare it electrolytically, and a number of patents have been taken out to protect methods of producing it in a more stable form.

The function of the compound in photography as a fixing agent, for hypo-alum toning, and in certain developing solutions, is well known. Medicinally, sodium thiosulphate is rarely used internally, but it has been applied as a 12·5 per cent. solution externally for parasitic diseases. It is employed in dyeing and calico printing, where it serves as a mordant on wool for dyeing with brilliant and malachite greens. For its reducing properties it is employed to some extent in the reduction of indigo, and, to a lesser extent in paper manufacture. It is also used in the leather and tanning industries, for bleaching wool and straw, in the manufacture of ink, in the "pickling" of candle wicks, and in the process engraving and lithographic trades. In silver extraction methods sodium thiosulphate is used on a large scale, as also in the leaching of copper carbonate ores. For some time the salt was considered the best precipitant for aluminium in the presence of iron salts in the treatment of pyritic shales and has been tried out in the extraction of a number of complex ores. In the laboratory it is conveniently used for precipitating many metals as sulphides (e.g., copper from zinc, etc.), avoiding the objections to the use of hydrogen sulphide methods. Its main laboratory use, however, is in iodine and chlorine determinations. Sodium thiosulphate is supplied by the manufacturers in pure and commercial grades, and to a small extent as the anhydrous salt. Its main impurities are sodium sulphate and sodium sulphite. The addition of 0·2 per cent. of ammonium carbonate to a solution is claimed to ensure almost perfect preservation for five years but for exacting analyses fresh solutions should be prepared each time. The salt is best stored in air-tight packages or well-stoppered glass bottles out of contact with light or with damp atmospheres.

Keeping them coming back



There's nothing ephemeral about the *Glaxo* customer. He's here today and along tomorrow, too. He won't besiege your door, it's true (he's not that type of customer), but he will come back—well satisfied with his purchase and with you. Typical of the Glaxo products that stimulate this steady, sustained custom is

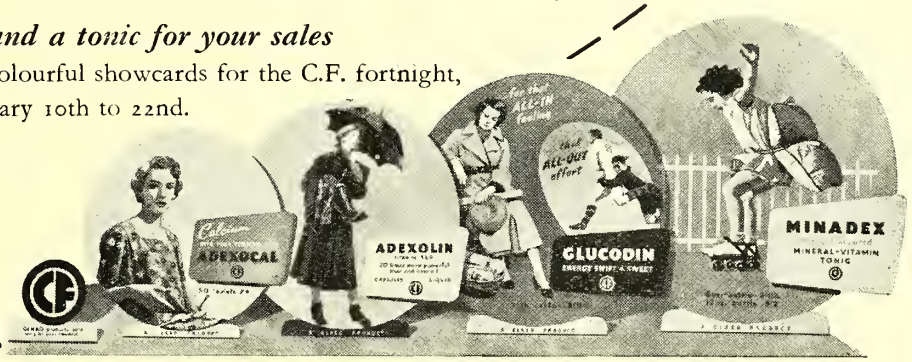
MINADEX

TRADE MARK

Here is a tonic so *balanced* in essential minerals and vitamins that it not only fortifies resistance to infection, but helps to stave off fatigue as well. Remember, too, the orange flavour of Minadex makes it as nice as it is nourishing. No need to wonder why Minadex is such a strong selling line! Nor need you wonder about your returns. The profit margin speaks for itself.

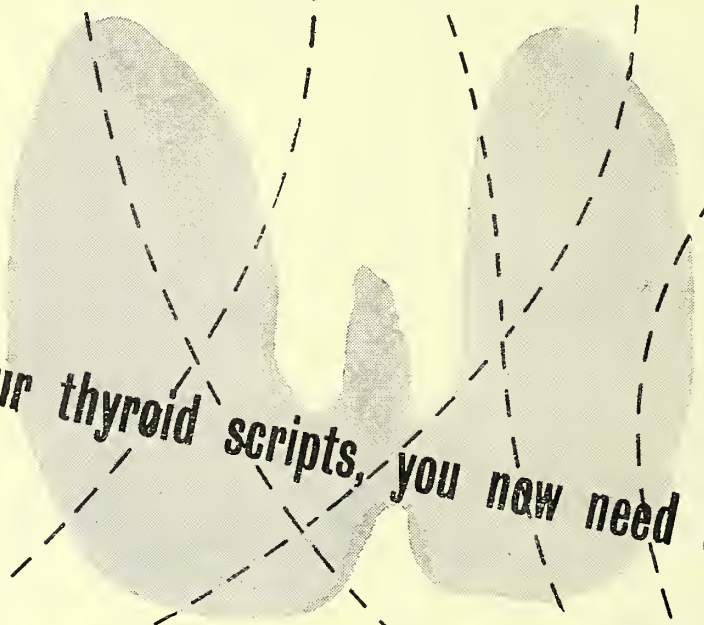
. . . and a tonic for your sales

new, colourful showcards for the C.F. fortnight, January 10th to 22nd.



Face price (including purchase tax): 6-oz 2/11½: 12-oz 5/2
Parcel No. 1: 2 doz × 6-oz £2 (plus 11/3 purchase tax)
Parcel No. 2: 1 doz × 12-oz £1.14.8 (plus 9/9 purchase tax)

GLAXO LABORATORIES LIMITED, GREENFORD, MIDDLESEX BYRon 3434



To fill your thyroid scripts, you now need stocks of

PROLOID

A NEW WARNER PREPARATION

Proloid is a purified thyroid gland extract, doubly assayed—biologically and chemically—to ensure uniform strength. Doctors will prescribe PROLOID in any condition where chemically standardized extracts were formerly employed.

FURTHER INFORMATION ON REQUEST

PROLOID

1 —does not stimulate the heart.
2 —standardized to meet B.P. requirements.
3 —uniform potency.

PACK

Proloid is supplied in 1 grain tablets, slotted to facilitate division, in bottles of 50 and 500.

PRICE

Bottles of 50: 32/- doz.
Bottles of 500: 14/- each.

Free of Purchase Tax

No Warner preparation has ever been advertised to the public.
WILLIAM R. WARNER & CO. LTD · Power Road, London, W.4.

P.A.T.A.

TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, JANUARY 12: There was little activity in any of the markets during the week. Stocks remained short and many prices continued to advance.

In the CRUDE DRUGS market Chinese MENTHOL was again the principal feature. With no sellers at origin (one report named China as a buyer), the spot price rose by 4s. per lb. Quotations for new-crop BUCHU from direct shippers cannot yet be given, but there have been offers from speculators indicating a value of 4s. 6d. per lb. PERU BALSAM continues short at origin, and only limited offers are being made; a parcel now landing has been sold at around 12s. 6d. per lb. Shippers of IPECACUANHA are having difficulty in getting supplies to meet their commitments, and requests for shipment quotations during the week have met with no response; a current quarrel between Costa Rica and Nicaragua was thought to have no bearing on that tight position, but most, if not all, of the spot material has been taken up, including the high-testing Costa Rican mentioned in recent reports. In AROMATIC SEEDS, Cyprian ANISE is exhausted at origin; there was more inquiry for CUMIN for shipment, and FENUGREEK remained firm for forward delivery. Among SPICES, there was activity in GINGER, more especially in new-crop for shipment. Mombasa CHILLIES were 10s. a cwt. dearer on the spot. GUM ACACIA was lower on the spot as quotations for the new-crop continued to decline.

In PHARMACEUTICAL CHEMICALS, CHLOROCRESOL was advanced by sevenpence per lb. CHLOROXYLENOL was reduced by one shilling per lb. and ANEURINE HYDROCHLORIDE by £2 per kilo.

Among the ESSENTIAL OILS, ANISE and PEPPERMINT were unchanged, but Ceylon CITRONELLA was sixpence per lb. higher at 8s. Also higher per lb. were EUCALYPTUS (by threepence) and East Indian SANDALWOOD (by 3s. 6d.). Lower were LEMONGRASS and PETITGRAIN each by sixpence per lb.

Pharmaceutical Chemicals

ADRENALINE. — Minimum rates for B.P. are from 1s. 3d. per gm. and ACID TARTRATE, B.P. 1953, from 8¼d.

AMIDOL.—Quotations for 1-cwt. lots are 17s. per lb.; 14-lb., 19s. per lb.

AMMONIUM CARBONATE. — B.P. lump is £76 10s. per ton; POWDER, £80. BICARBONATE is £49 per ton; all 1-ton lots delivered free United Kingdom.

AMPHETAMINE.—Prices (per kilo) for 25-kilo lots are as follows:—BASE, 160s.; SULPHATE, 130s.; *d*-Amphetamine, 550s.

AMYLOBARBITONE. — B.P.C. is 65s. per lb. for 1-cwt. lots and SODIUM, B.P.C., 70s. per lb.

ANEURINE HYDROCHLORIDE.—Lower from January 10. Price per kilo is £38 5s.; 10-kilos, £38 2s. 6d.; 100-kilos, £38.

ANTIMONY SALTS.—Quotations for POTASSIUM TARTRATE, B.P., are 7s. 6d. per lb. for 1-10 cwt. and SODIUM TARTRATE, B.P., 13s. 3d.

ASCORBIC ACID. — Manufacturers' price for 1-kilo lots is £7 per kilo.

BARBITONE. — Rates per lb. for 1-cwt. lots are 2s. 6d. The SODIUM derivative is 6d. per lb. more than the base.

BENZOIC ACID.—1-cwt. lots are 2s. 11½d. per lb. The SODIUM SALT is 2s. 9½d. per lb. in 1-cwt. lots.

BROMIDES. — Potassium B.P. crystals in 5-cwt. lots are 2s. 10½d. per lb.; 1-cwt., 2s. 11½d. per lb. Powder is 1½d. per lb. more. AMMONIUM is 3s. per lb. in 5-cwt. lots and SODIUM, 2s. 9½d. per lb.

CALCIUM CARBONATE. — B.P. powder is £25 per ton, ex store.

CALCIUM GLUCONATE. — Quantities of 3-cwt. and upwards are quoted at 4s. per lb.; 1-cwt. to 2-cwt., 4s. 1d.; smaller quantities, up to 4s. 4d. per lb.

CALCIUM PANTOTHENATE.—Price per kilo is £32 10s.

CALCIUM SUCCINATE. — Quotations are from 10s. 6d. to 12s. 6d. per lb., as to quantity. SUCCINIC ACID is from 10s. 6d. to 12s. 3d. per lb.

CHLOROCRESOL.—Pharmaceutical quality is quoted dearer at 6s. 7d. per lb. for 1-cwt. lots.

CHLOROXYLENOL.—B.P. quality is lower at 5s. 9d. per lb. for 1-cwt. lots, and 5s. 7d. for 10-cwt.

CINCHOPHEN.—1-cwt. lots are quoted at 21s. per lb.

DEXTROSE. — Rates are as follows:—MONOHYDRATE, B.P., 1-lb., 1s. 11½d.; 7-lb., 11s. 10d.; 28-lb., 43s.; free packages, less 12½ per cent. to wholesalers. In bulk, 1-ton lots, £90 ex works, ANHYDROUS B.P., 7-lb., 14s.; 14-lb., 26s. 3d.; 28-lb., 49s. (terms as for monohydrate). 1-ton lots, £107 10s. ex warehouse.

DICOPHANE (DDT).—Prices are as follows:—1-cwt. lots, 3s. 1d. per lb.; 1-ton, 2s. 10d. Discount for larger quantities.

DIPHENAN.—Prices range from 58s. to 67s. per lb., according to quantity.

FORMALDEHYDE. — B.P. solution is 37s. 3d. per cwt. for 4-cwt. lots including free drums.

GLYCEROPHOSPHATES.—Rates per lb. for 1-cwt. lots are as follows:—ACID, B.P.C., 20 per cent., 5s. 9d.; CALCIUM, soluble, B.P.C., 11s. 9d.; IRON, B.P.C., scale, 15s. 9d. and powder, 14s. 9d.; MAGNESIUM, soluble B.P.C., 14s. 3d., and insoluble, 7s. 6d.; MANGANESE, B.P.C., 26s. 3d.; POTASSIUM, 50 per cent., B.P.C., 3s. 9d. and 75 per cent., B.P.C., 5s. 6d.; SODIUM, 50 per cent., B.P.C., 3s. 1d. and 75 per cent., B.P.C., 4s. 6d.

GUAIACOLS. — LIQUID, B.P., is 16s. 3d. per lb. for 28-lb. lots; CRYSTALS, 16s. 9d.; CARBONATE, 18s. 3d.

HYDRAZINE HYDRATE.—Price per ton is £153 for the 10 per cent. (w/v) solution and £33 for the 2½ per cent.

ISOPRENALINE SULPHATE.—B.P. is 1s. per gm. for 1,000-gm. lots and 1s. 6d. per gm. for 100-gm. lots.

MAGNESIUM HYDROXIDE.—Makers' prices for B.P.C., are: 1-cwt. lots, 3s. 5d. per lb. and 1-ton, 3s. 2d. per lb.

MAGNESIUM SULPHATE.—Quotations for B.P. in minimum 1-ton lots vary between £17 10s. and £20 per ton according to size of crystal and manufacture. Exsiccated is £34 per ton.

MENAPHTHONE. — B.P. is £16 per kilo; ACETOMENAPHTHONE, B.P., £16; WATER-SOLUBLE (menadione sodium bisulphite, U.S.P.) £19 10s. per kilo.

MERCURY DERIVATIVES.—Quotations (per lb.) for 1-cwt. lots are as follows: AMMONIATED, B.P., lump or powder, 33s. 9d.; PERCHLORIDE, B.P., powder, 29s. 9d. (lump 30s.); SUBCHLORIDE, B.P. (calomel), 34s. 3d.; OXIDES, B.P.C., levigated, or yellow, B.P., 37s.

QUININE.—Makers' rates (per oz.) for 100-oz. lots and over are as follows:—ALKALOID, 3s. 10d.; ACETYLSALICYLATE, 5s. 4d.; BISULPHITE and SULPHATE B.P. 1932, 2s. 8d.; SULPHATE, B.P. 1948, 3s.; DIHYDROBROMIDE and DIHYDROCHLORIDE, 3s. 10d.; FORMATE, 4s. 8d.; GLYCEROPHOSPHATE, 4s. 5d.; PHOSPHATE, 4s. 4d.; HYDROBROMIDE and HYDROCHLORIDE, 3s. 5d.; SALICYLATE, 3s. 11d.; QUININE and UREA HYDROCHLORIDE, B.P.C., 4s.; TANNATE, 2s. 7d.

SULPHATHIAZOLE. — Price (per lb.) for 1-cwt. lots is 21s. 9d.

VITAMIN E (synthetic). — TOCOPHERYL ACETATE, B.P.C., 10 gm. to 100 gm., 1s. 6d. per gm.; 100 gm. to 1 kilo, 1s. 3d. per gm.; 1 kilo and under 10 kilos, £60 per kilo. The equivalent rates for racemic α TOCOPHEROL (unesterified) are 1s. 8d. per gm.; 1s. 5d. per gm. and £66 per kilo respectively.

ZINC CHLORIDE. — B.P.C., cake from 4s. 6d. to 4s. 10d. per lb.; sticks from 5s. 10d. to 6s. 2d. per lb. TECHNICAL, 135s. per cwt.

ZINC OXIDE. — Present rates for B.P. quality are: 2-ton lots, £120 per ton; 1-ton, £121; 5-cwt., £123; under 5-cwt., £130 delivered.

ZINC PEROXIDE. — Price (per lb.) for 1-cwt. lots of B.P. is 5s. 3d.

Crude Drugs

AGAR.—*Kobè* No. 1 on the spot is from 16s. 9d. per lb., duty paid. Shipment, 14s. 3d., c.i.f., new-crop.

ALOES. — Prime Cape spot value is 270s. per cwt.; shipment, 262s. 6d., c.i.f.; Curaçao is cleared on the spot, afloat is 315s., c.i.f.; no shipment offers.

ARECA NUTS. — Quotations are about 45s. per cwt. for Ceylon material on the spot. Shipment, 42s. 6d., c.i.f.

ASAFŒTIDA.—Persian block is from £10 to £14 per cwt., duty paid, as to quality.

BALSAMS.—Quotations (per lb.) are:—*Canada:* 20s. spot. *Copaiba*, B.P., 11s. 6d. *Peru* is 12s. 6d., duty paid, nominal; forward delivery, 11s. 3d., c.i.f. *Tolu* (genuine as imported), 26s. 6d. spot, and 26s., c.i.f.

BISMUTH METAL.—Minimum rate is 16s. per lb.

BUCHU.—Scarce on the spot at 7s. per lb. nominal. New-crop indications are 4s. 6d., c.i.f.

CAMPHOR. — B.P. POWDER is nominally 7s. 6d. per lb., duty paid. No shipment offers.

CAPSICUMS.—East African on stalk are 160s. per cwt., spot. Abyssinian, off stalk, 205s., spot, duty paid.

CARDAMOMS.—Aleppy greens on the spot are 14s. 6d. per lb.; January shipment, 11s. 9d., c.i.f.

CASCARA SAGRADA. — Quiet. American 1954 peel for shipment is 220s. per cwt., c.i.f., London; spot, 260s., duty paid.

CHAMOMILE. — Belgian flowers are 5s. per lb. on the spot.

CHERRY BARK. — Thin natural is from 1s. 8d. per lb., duty paid, and rossed, 2s. 1d., on the spot.

CLOVES.—Zanzibar on the spot are now quoted at 3s. 9½d. per lb.; prompt December shipment, 3s. 5d., c.i.f.

COCHINEAL. — Canary Isles are very scare: Nominal price of silver-grey to arrive is 17s. 9d.

COLCHICUM.—Corms on spot are offering at 2s. 3d. per lb., and seeds, 6s.

COLOCYNTH PULP.—Supplies have been cleared on the spot; no offers for shipment.

ERGOT. — For shipment Portuguese is 15s. 6d. per lb., c.i.f., and Polish, 7s. 6d., c.i.f. Spot, Portuguese is 16s. 9d.; Hungarian 9s. to 11s. as to test.

GALANGAL.—Root is quoted at 70s. per cwt., c.i.f., for shipment, and spot, 85s. nominal.

GINGER.—African is steady on the spot at 225s. per cwt. with shipment offers at 185s., c.i.f., for new-crop. Jamaican No. 3 is offered at 250s. on the spot and 240s., c.i.f., new-crop.

GUM ACACIA. — Kordofan cleaned sorts on the spot are easier at 152s. 6d. per cwt.; January-February shipment, 135s.; February-March, 130s.; March-April, 128s., c.i.f.

HONEY. — Steady. Australian light-amber is offered on the spot at from 100s. to 108s. per cwt. and medium-amber, 95s. to 100s. Jamaican is from 125s. to 135s. Argentine stocks are cleared.

IPECACUANHA. — Colombian afloat is offered at 62s. 6d. per lb., c.i.f. No spot or shipment offers.

KARAYA. — No. 1 gum on the spot is quoted at 335s. per cwt., and No. 2 at 235s.

KOLA NUTS. — African halves are available on the spot at 5¾d. per lb.

LANOLIN. — In 1-ton lots the price of ANHYDROUS, B.P., is about 200s. per cwt. and HYDROUS, B.P., 145s.

MACE. — West Indian pale blade is 9s. 3d. per lb.; shipment, 8s. 10d., c.i.f.

MENTHOL.—Dearer. Chinese is now 60s. per lb., duty paid on the spot; for afloat, 59s., c.i.f., was bid; no shipment offers. Brazilian afloat, 53s. 6d., c.i.f., and March-April, 54s.

MERCURY. — Nominal spot value is £109 to £110 per flask of 76-lb. ex-warehouse.

PEPPER.—Market easier. White Sarawak on spot is lower at 4s. 2d. per lb. with afloat parcels quoted at 4s. 1d., c.i.f. Black Sarawak is now 3s. 2d. spot; afloat, 2s. 10d. to 3s., c.i.f. Black Malabar is easier at 470s. per cwt. on the spot and January shipment, 335s., c.i.f.

PIMENTO. — Spot is quoted at about 6s. 9d. per lb.

SARSAPARILLA.—Jamaican native red on the spot is unobtainable. Shipment offers at 3s. 5d. per lb., c.i.f.

SASSAFRAS BARK.—Select round is 6s. 3d. and natural, 4s. 3d. per lb. landed terms.

SEEDS. — (Per cwt.). ANISE.—Bulgarian nominally 245s., spot, duty paid. Stocks of Cyprian at origin reported exhausted. CARAWAY.—Dutch steady with sellers at 180s., spot, duty paid. CELERY.—Indian quieter with 152s. 6d. quoted on spot. CORIANDER.—Steady. Spot, Morocco quoted at 80s., duty paid (74s., in bond). Danubian, now landing, offered at 65s., duty paid. Shipment, Morocco for January-February to London now quoted at 59s., c.i.f. CUMIN.—More inquiry for shipment. Spot, Morocco is 127s. 6d., duty paid (117s. 6d., in bond); Cyprian, 125s. Shipment, Morocco is a little dearer at 105s. 6d., c.i.f., Cyprian is 108s. to 110s., c.i.f. DILL.—Indian unchanged at 100s., spot London. FENNEL.—Indian and Chinese are quoted at 95s., spot, with no business reported. FENUGREEK.—Small business passing. Morocco is 54s. to 55s., duty paid in London. The shipment market continues firm and bids of under 44s., c.i.f., have been refused. MUSTARD.—English, 70s. to 92s. 6d., according to quality.

SENNA. — *Tinnevelly* LEAVES (per lb.), prime No. 1, 1s. 1d.; No. 2 (dry crop), 9½d.; prime No. 3, 8d.; f.a.q., No. 3, 7d.; PODS, f.a.q., 7½d.; hand-picked, from 1s. 7d. to 2s. 10d. as to quality, all on the spot. *Alexandrian* manufacturing pods, 1s. 10d., spot and 1s. 7d., c.i.f. Hand-picked, spot, 5s. 9d. to 7s.

SERPENTARIA. — Root is offered at 37s. per lb. on the spot.

SHELLAC.—Fine orange, 450s. to 500s.; F.O.T.N., 430s. per cwt., ex-London warehouse. Other grades are nominal.

SLIPPERY ELM. — Grinding quality bark is 2s. 7d. per lb., landed.

SQUILL.—Italian white on the spot is 80s. per cwt.

STRAMONIUM. — Indian LEAVES are 75s. per cwt., spot. Stocks of European are cleared on the spot.

STROPHANTHUS.—*Kombé* is 7s. 6d. per lb. on the spot.

STYRAX.—Spot is 5s. 7d. per lb., duty paid.

TONKA BEANS.—Frosted Para are 6s. per lb. nominal, spot.

TRAGACANTH.—Scarce. No. 1 ribbon is £145 to £150 per cwt.; No. 2, £120 to £125; No. 3, £100 to £105.

TURMERIC. — Madras finger remains nominal on the spot at 230s. per cwt. New-crop for April-May shipment is 117s., c.i.f., with indications that business has been done below that figure.

UVA URSI. — Spot offers are about 85s. per cwt.

VALERIAN.—Indian is 145s. per cwt. on the spot and from 130s. to 145s., c.i.f. Belgian, 185s., spot.

VANILLIN. — Rates (per lb.) are:— 5-cwt. lots, 30s.; 1-cwt., 30s. 3d.; 56-lb., 30s. 6d.; smaller quantities, 30s. 9d.

WAXES. — BEES'—Dar-es-Salaam, spot 510s. per cwt., with January-February shipment, 485s., c.i.f.; Sudanese, 475s., duty paid and 435s., c.i.f.; Abyssinian, spot, 480s., duty paid, and shipment, 425s., c.i.f. CANDELILLA.—Spot is 570s. per cwt. Forward, 570s., c.i.f. CARNAUBA. —Prime yellow on the spot is 900s. per cwt., shipment, 815s., c.i.f.; fatty grey is 570s. on the spot; shipment, 540s., c.i.f. MONTAN.—Reibeck, crude, 115s. per cwt., spot. SPERMACETI.—Case lots are about 2s. per lb.

WITCH HAZEL LEAVES. — Firm at 1s. 9d. per lb. on the spot.

Essential and Expressed Oils

ALMOND.—B.P. is from 6s. 6d. to 7s. 6d. per lb., as to quantity.

AMBER.—Rectified on the spot is quoted at from 1s. 6d. per lb.

BOIS DE ROSE. — Brazilian on the spot is 36s. per lb. and 31s. 6d., c.i.f., January-February shipment.

CADE.—Spanish is about 2s. 3d. per lb. on the spot for 1-cwt. lots.

CAJUPUT. — Spot supplies are 15s. 6d. per lb. for 1-cwt. lots.

CALAMUS. — Imported oils are offering from 70s. per lb.

CAMPHOR, WHITE. — Chinese is 3s. per lb., duty paid.

CANANGA. — Supplies to come forward are quoted at from 60s. per lb., c.i.f. Spot is from 62s. 6d. per lb.

CARDAMOM.—Price per lb. is from 370s. for English-distilled and 295s. for imported.

CITRONELLA.—Ceylon is firmer at 8s. per lb. on the spot and 7s. 5d., c.i.f.; Formosan is 12s., in bond and c.i.f.; Java, 12s., in bond, and 11s. 9d., c.i.f.

CLOVE. — Madagascar leaf is 12s. 6d. per lb., duty paid and 10s. 3d., c.i.f., for shipment. Redistilled stem oil from 19s. and English distilled bud oil from 37s. 6d. to 40s.

DILL. — B.P. English-distilled oil is quoted at 60s. per lb. Imported oils are offered at from 32s. 6d. per lb.

EUCALYPTUS.—Australian 70 to 75 per cent. eucalyptol on the spot is 5s. 3d. per lb., and 80 to 85 per cent., 5s. 6d. Spanish, 70 to 75 per cent., 4s. 11d., duty paid.

FENNEL.—Spanish sweet on the spot is quoted from 9s. 6d. per lb.

GARLIC.—English is from 55s. to 60s. per oz.

GERANIUM.—Bourbon is 82s. 6d. per lb. on the spot and Algerian, 76s. 6d.

GINGER. — English-distilled oil is from 150s. to 160s. per lb. Imported oils are available at about 100s. per lb.

GINGERGRASS.—Offers are from 35s. to 36s. per lb.

GRAPEFRUIT.—Australian is 14s. 6d. per lb. spot; Californian, cold pressed, 20s., c.i.f., subject to licence.

LAVANDIN. — Spot is 19s. per lb. nominal.

LAVENDER SPIKE.—Spanish is about 15s. per lb.

LEMON. — B.P. (4 per cent. citral) on the spot is 38s. to 40s. per lb. Californian, 25s. to 40s., c.i.f., as to quality, subject to licence.

LEMONGRASS.—Spot is 18s. 3d. per lb. with shipment at 17s. 6d., c.i.f.

NUTMEG. — English-distilled oil is 35s. per lb. Imported oil is offered at 25s. 6d. per lb., duty paid for drum lots.

OLIVE.—Spanish virgin and pharmaceutical oils (B.P.) are offered on the basis of £214 10s. per 1,000 kilos, f.o.b., Spanish ports for prompt shipment. Equivalent landed terms ex-wharf London/Liverpool: French virgin new-crop or B.P., £220 per 1,000 kilos, c. and f., January shipment.

ORANGE.—Spot offers for sweet vary between 7s. 6d. and 8s. 6d. per lb. as to quality. Bitter orange, 24s. spot. Californian sweet, 6s., c.i.f., and cold-pressed U.S.P. 9s. 3d., c.i.f., subject to licence.

ORIGANUM. — In original containers the price is 13s. to 14s. per lb.

PATCHOULI.—Penang is 60s. per lb., duty paid and 53s., c.i.f.

PIMENTO. — English-distilled berry is nominal with imported at 55s. Rectified leaf (imported), 27s. 6d. per lb. Berry is from 62s. 6d.

PINE.—*Pumilionis* on the spot is from 16s. per lb.; *sylvestris*, 9s. Siberian (*abietis*), 10s. 6d.

SANDALWOOD.—Mysore is about 71s. per lb. as to quantity; East Indian, 66s.

SASSAFRAS. — Brazilian on the spot is 8s. 6d. per lb.

VETIVERT.—Bourbon in original drums on the spot is 90s. per lb.

UNITED STATES REPORT

NEW YORK, JANUARY 11: Foreign competition brought a reduction in medicinal grade PYRIDINE. The new quotation for 99·5 per cent. ANTHRAQUINONE was 83 cents per lb. FOLIC ACID was reduced to $1·40 per gm. (down 20 cents). Brazilian MENTHOL gained five cents to move $7·70 per lb. Higher per lb. among CRUDE DRUGS were BUCHU at 55 cents (up seven cents) and IPECACUANHA at $8·75 (up 20 cents). Lower per lb. among ESSENTIAL OILS were Californian LEMON at $4·60 (down five cents); Californian ORANGE expressed, 60 cents (15 cents); and Californian orange distilled, 50 cents (10 cents).

STATISTICS OF RETAIL TRADE

Collection system to be improved

THE Board of Trade announced on January 13 that it is revising its method of collection of information for the monthly statistics of retail trade. The reliability of the figures compiled from retailers' monthly returns will be improved, and the statistics will be more representative of retail trade as a whole.

The President of the Board of Trade wrote on January 12 to some 19,000 independent retailers inviting them to join the present panel of retailers who for some years have voluntarily contributed their monthly sales figures. The system of selection of the retailers has been designed to yield reliable results on a country-wide basis. In Scotland, Wales and each region of England (except Greater London) a number of towns has been chosen, representative of all sizes, and in those a sample of retailers has been selected. In Greater London the retailers form a random sample of all retailers throughout the region. In addition, retailers have been chosen so that the experience of shops in rural areas is allowed for in the results. Each trader is being asked to supply one figure each month—that of his total sales. The periods for which figures will be asked will be four weeks, four weeks and five weeks over each quarter of the year. Those periods are used instead of calendar months because calendar months contain different numbers of selling days from month to month and year to year. A code number will be used in the return to ensure that the identity of individual firms is completely unknown to the staff handling the returns. The Board of Trade has guaranteed that information supplied will be used only to compile statistics of retail sales. It will not be seen by any other branch of the Board or by any other Government Department.

For many years the Board of Trade has compiled statistics of retail trade from monthly returns voluntarily made by department stores, multiple shops, co-operative societies and independent traders. Those statistics have been regularly quoted in THE CHEMIST AND DRUGGIST. By reference to them any individual retailer can check his results against the average for his trade and tell whether he is doing relatively well or badly.

Deficiencies in Former Scheme

The results of the 1950 Census of Distribution have shown how far the panels of retailers reporting sales were representative of the trade as a whole, and have indicated that certain deficiencies, of which the most outstanding was the lack of balance in the present sample of contributors, should be remedied. The most important feature of the present revision is the recruitment of additional retailers to give voluntary reports of their sales. Independent retailers are being recruited as explained above; in the case of department stores, multiple organisations and co-operative societies discussions are being held with the trade associations which have been directly concerned with the Board of Trade for many years past in collecting sales figures from their members.

The form on which information is required to be given each month and the explanatory notes connected with it are as follows:—

Sales (cash and credit—see notes below)
£.....(omit shillings and pence)
Period covered: from .....
to ..... inclusive
(If possible this should be from 2nd January, 1955, to 29th January, 1955, inclusive; please be sure to fill in dates.)

NOTES

(i) Sales should include the total value of goods sold in the period plus any sales of meals and takings from services to customers (for example, for repairs).

(ii) Chemists should exclude National Health Service charges and receipts under the National Health Service or Ministry of Pension contracts.

(iii) Goods sold on hire-purchase or on credit during the period shall be included at their cash value plus any charge for credit provided; cash received in respect of such sales in previous months should be excluded.

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," December 22, 1954

For photographic chemicals (1)
OPAN, 735,312, by F. C. Curtis, Ltd., Fleetwood, Lancs.

For non-medicated toilet preparations (3)
LANOCOL, 724,961, by Dae Health Laboratories, Ltd., London, W.1. Device of a lady, 726,166, by Parfumerie L. T. Piver, Paris, France. AVENA, 726,558, by Parfumerie Delafine, Ltd., London, W.C.1. REFLECTION, 734,051, by the Abletsan Manufacturing Co., Ltd., London, S.E.25. TURGOSMON, 735,389, by Helena Rubinstein, Ltd., London, W.1.

For coated abrasives (3)
RESINFLEX, B733,315, by Power Tools (Birmingham), Ltd., Camp Hill, Birmingham.

For mouthwashes and preparations for the treatment of the teeth and gums, all being medicated (5)
ZYMEDENT, 721,129, by the Lambert Co., Delaware, U.S.A.

For all goods (5)
AROXINE, 728,924, by the Wellcome Foundation, Ltd., London, N.W.1. OROXINE, 731,619, by the Wellcome Foundation, Ltd., London, N.W.1. GOMOL, 734,668, by Gomax, Ltd., London, E.2. STREPILIN, 734,994, by Glaxo Laboratories, Ltd., Greenford, Middlesex. MERATRAN, 735,182, by Vick International, Ltd., London, S.E.1. ASCENT, 735,853, by the Astley Dye and Chemical Co., Ltd., Bolton, Lancs.

For medicinal ointments for export (5)
GO-GO, 731,492, by Stuart Montagu Phillips, London, W.4.

For pharmaceutical preparations and substances all in tablet form (5)
PROLONTAB, 733,166, by Smith, Kline & French International Co., Delaware, U.S.A.

For pharmaceutical preparations and substances (5)
PLEXACARD, 734,730, by C. L. Bencard, Ltd., London, S.W.1. FELICUR, 735,398, by Schering, A.G., Berlin, Germany.

For cortical steroid preparations being pharmaceutical preparations (5)
FLORINEF, 735,637, by E. R. Squibb & Sons, Ltd., also trading as E. R. Squibb & Sons, London, W.1.

For artificial dentures and dental x-ray machines and parts included in class 10 of these goods, and dental apparatus and instruments, syringes for injections and artificial teeth (10)
SYNOFORM, 724,857, by Vita Zahnfabrik H. Rauter Kommandgesellschaft, Essen and Sackingen, Hochrhein, Germany.

For non-medicated toilet paper (16)
WINNER, 729,653, by Ellern Paper Co., Ltd., Ashford, Middlesex.

From the "Trade Marks Journal," December 29, 1954

For mouldable plastics and synthetic resins, all for use in industry (1)
KEL-F, 716,519, by the M. W. Kellogg Co., Delaware, U.S.A.

For anti-freezing compounds (1)
FROIDEX, 734,826, by J. F. MacFarlan & Co., Ltd., Edinburgh and Borham Wood, Herts.

For ion-exchange materials being chemical products for use in softening water (1)
AQUALITE, 735,171, by Rainsford & Lynes, Ltd., Birmingham.

For industrial adhesives (1)
ENVA-LOK, 735,738, by National Adhesives, Ltd., Slough, Bucks.

For cleaning preparations made from pumice powder (none being for toilet use) (3)
PUMICLENE, 733,413, by Albert Jaconello, West Molesey, Surrey.

For lotions, ointments and powder, all being medicated preparations for infants (5)
DIAPARENE, 729,439, by Homemakers' Products (Canada), Ltd., Ontario, Canada.

For anæsthetic and analgesic adhesive pastes for dental use (5)
AEZODENT, 733,931, by Associated Dental Products, Ltd., nr. Swindon, Wilts.

For adhesive ointments having healing and antiseptic properties and being for dental use (5)
DENTAGESIC, 733,932, by Associated Dental Products, Ltd., nr. Swindon, Wilts.

For veterinary preparations (5)
HYPOLIN, 734,110, by Walter Gregory & Co., Ltd., Wellington, Somerset.

For all goods (5)
DESTIPOL, 735,999, GELSICA, 736,058, by Roche Products, Ltd., Welwyn Garden City, Herts. MANTOMIDE, 736,039, SOSEGON, 736,040, by Winthrop Products, Ltd., London, S.W.1.

For scientific, optical and photographic apparatus and instruments (9)
ENVOY, 733,869, by Photo Developments, Ltd., Handsworth, Birmingham.

For electrical and electronic apparatus and instruments (9)
TUNSAN, 734,099, by G. F. Faulkner (Export & Import), Ltd., Maidstone, Kent.

For corsets, abdominal belts, corselettes, elastic stockings, elastic pantees, elastic pants, anklets, knee-caps and pads, all the aforesaid being for surgical or curative purposes (10)
STRODEX, 733,116, by Strodex Corset Co., Ltd., Eaton, Nottingham.

From the "Trade Marks Journal," January 5

For chemical products used in industry, science and photography, agriculture, horticulture, and forestry (1)
THE ASSOCIATED ETHYL CO., LTD., LONDON, ENGLAND, 729,344, by Associated Ethyl Co., Ltd., London, W.1.

For chemical substances for use in the manufacture of dentrifrices and mouthwashes (1)
PROTEX, B727,737, by Colgate-Palmolive, Ltd., London, W.C.2.

For glues for industrial use, and fertilisers (1)
B.G.C., 729,034, by British Glues & Chemicals, Ltd., Welwyn Garden City, Herts.

For seed dressings (1)
GRANADIN, 735,517, by British Schering, Ltd., London, W.8.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, January 17

PHARMACEUTICAL SOCIETY OF GREAT BRITAIN, 17 Bloomsbury Square, London, W.C.1, at 7.30 p.m. Dr. D. McKie (reader in the history of science, London University), on "The Origins of Chemistry—Alchemy or Technology?"

ENFIELD CHEMISTS' ASSOCIATION, George Inn, Enfield, at 7.30 p.m. Mr. J. McClunahan (National Pharmaceutical Union) on "Drug Testing Pitfalls."

PLYMOUTH BRANCH, PHARMACEUTICAL SOCIETY, Dispensary Buildings, Catherine Street, Plymouth, at 7.30 p.m. Discussions on Branch resolutions.

PESTICIDES GROUP, SOCIETY OF CHEMICAL INDUSTRY, Chemical Society's rooms, Burlington House, Piccadilly, London, W.1, at 5.30 p.m. Papers on the analysis of tar oils and summer oils, and the analysis of MCPA and dinoseb. Visitors welcome.

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Unicorn Hotel, Gidea Park, at 7.45 p.m. Dr. D. W. Liddell on "The Effect of Drugs in Psychiatry."

Tuesday, January 18

GLASGOW PHARMACY CLUB, The Rhul, 123 Sauchiehall Street, Glasgow, at 7.30 p.m. Dinner and dance.

HARROGATE BRANCH, PHARMACEUTICAL SOCIETY, Fuller's cafe, Parliament Street, Harrogate, at 7.30 p.m. Mr. T. Heseltine (immediate past-president, Pharmaceutical Society) on "Pharmacy as I see it."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Baptist Church, College Road (nr. corner of Station Road), Harrow, at 8 p.m. "Elimination Debate."

PACKAGING EXHIBITION, Olympia, London, W.14, at 12.45 p.m. Open Mondays to Saturdays, 10 a.m. to 6 p.m. Closes, January 28.

PHYSICAL METHODS GROUP, SOCIETY FOR ANALYTICAL CHEMISTRY, Iron and Steel Institute, 4 Grosvenor Gardens, London, S.W.1, at 6.30 p.m. Papers on solvent extraction.

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH, Feathers Hotel, The Broadway, Ealing, London, W.5, at 8 p.m. Cosmetics demonstration by Innoxa (England), Ltd.

Wednesday, January 19

LEEDS BRANCH, NATIONAL PHARMACEUTICAL UNION, Mansion Hotel, Roundhay, at 8 p.m. Supper and dance.

SCOTTISH DEPARTMENT, PHARMACEUTICAL SOCIETY, 36 York Place, Edinburgh, at 7.30 p.m. Dr. G. B. West on "Six Months in the United States."

SOCIETY OF CHEMICAL INDUSTRY, Chemistry lecture theatre, King's College, Strand, London, W.C.2, at 6 for 6.30 p.m. Professor M. Stacey on "Some Recent Advances in Organic Chemistry." Joint meeting with Royal Institute of Chemistry.

WEST HAM ASSOCIATION OF PHARMACISTS, The Swan, 31 The Broadway, Stratford, London, E.15, at 8 p.m. Mr. Allen Aldington on "An Evening of Colour Photography." Illustrated.

WOLVERHAMPTON BRANCH, NATIONAL PHARMACEUTICAL UNION, Y.M.C.A. premises, Stafford Street, at 7.30 p.m. Mr. T. Rees (a member of the Chemists Federation Council and N.P.U. Executive) on "The Policy and Practice of C.F."

Thursday, January 20

BRADFORD BRANCH, PHARMACEUTICAL SOCIETY, and BRADFORD BRANCH, NATIONAL PHARMACEUTICAL UNION, Victoria Hotel, Bradford, at 7.45 p.m. Dame Russell Smith (under-secretary, Ministry of Health), on "Chemist Contractors and the National Health Service."

CHEMICAL SOCIETY, large chemistry lecture theatre, Imperial College of Science and Technology, South Kensington, London, S.W.7, at 7.30 p.m. Professor H. C. Longuet-Higgins on "The Rôle of the π-Electron in Aromatic Chemistry."

DARTFORD BRANCH, PHARMACEUTICAL SOCIETY, Wellcome club, High Street, Dartford, at 7.45 for 8 p.m. Film show.

DUNDEE AND EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Empress ballroom, Dundee, at 7.45 p.m. Dinner and dance.

LIVERPOOL CHEMISTS' ASSOCIATION and BRANCH, Adelphi Hotel, Lime Street, Liverpool, at 7.30 p.m. Film display by Parke, Davis & Co., Ltd.

MANCHESTER PHARMACEUTICAL ASSOCIATION and BRANCH, council chamber, Houldsworth Hall, at 7.45 p.m. Address by Dr. J. M. Rowson (curator of the Society's museum).

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Brincliffe Hall, off Psalter Lane, Sheffield, at 7.30 p.m. Dance. Ticket 5s.

THAMES VALLEY PHARMACISTS' ASSOCIATION, Kingston Hotel, Kingston, at 7.45 p.m. Dr. R. Forgan on "Recent Advances in Medicine."

PRINT AND PUBLICITY

Advertising Campaigns

ASPRO, LTD., Slough, Bucks: Aspro programme on Radio Luxembourg every Saturday at 8.30 p.m.

H. W. CARTER & CO., LTD., Royal Factory, Coleford, Glos: Ribena. In national daily, weekly and monthly Press.

COLGATE-PALMOLIVE, LTD., 145 Charing Cross Road, London, W.C.2: Colgate dental cream. Half-page colour advertisement in *Daily Express* on January 21.

DAE HEALTH LABORATORIES, LTD., 17 Berners Street, London, W.1: Valderma. Increased advertising in 1955 in the Press and on radio, films and posters.

EVANS MEDICAL SUPPLIES, LTD., Speke, Liverpool, 19: Lamb dysentery serum. In local papers in many parts of Great Britain.

B. N. FURMAN (PRODUCTIONS), LTD., 133 Fonthill Road, Finsbury Park, London, N.4: Pride spraying hair lacquer. In most women's magazines.

ROBERTS WINDSOR SOAP CO., LTD., The Acre, Windsor, Berks: Toilet soap. In *Woman, Good Housekeeping, Modern Woman, Woman & Beauty, Everywoman, Housewife, Vogue.*

ST. ANDREW MILLS, LTD., 34 St. Andrew Road, London, E.17: Andrex toilet tissue. Full colour spaces and pages in *Picture Post, Illustrated,* and *Woman's Own;* two-colour spaces in *Good Housekeeping;* black and white spaces in *Woman's Weekly, Reader's Digest, Family Doctor, Woman and Home* and *Radio Times.*

SOUTHON LABORATORIES, LTD., 84 Upper Richmond Road, London, S.W.15: Esobactulin. Local advertising campaign in York and district, in newspapers and buses and on railway stations.

Show Material

ST. ANDREW MILLS, LTD., London, E.17: New counter display carton, designed by Gordon & Gotch Advertising, Ltd., in blue, maroon and white, to hold one doz. transparent tissue packs, each containing twenty soft hemstitched square tissue handkerchiefs.



LOCAL OFFICERS

PHARMACEUTICAL ASSOCIATIONS

Portsmouth Chemists'.—*President,* Mr. R. J. Berry; *Vice-president,* Mr. A. L. Harris; *Treasurer,* Mr. P. H. Smith; *Secretary,* Mr. A. J. Bull, 87 Bury Road, Gosport, Hants.

C. & D. WEEKLY LIST OF PRICES

A=Advanced; R=Reduced; I.R.P.=Inclusive Retail Price; *=Tax 25 per cent.

CROOKES LABORATORIES, LTD. (from January 17)

		Doz. I.R.P.	
Collotone*	4 oz.	3 2½	*R*
	8 oz.	4 8	*R*
dispensing pack	80 oz.	32 3	

GEDEON RICHTER (GT. BRITAIN), LTD.

Calcivitan tablets	250	8 3	*A*
(dispensing pack)	1,000	30 0	*A*

ORGANON LABORATORIES, LTD. (from January 10)

Menstrogen tablets	20	7 6	11 3	*R*
	60	20 0	30 0	*R*
	250	80 0	120 0	*R*
	500	159 0	238 6	*R*
	2 x 500	316 0	474 0	**R**

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD.

Pheniodol powder	25 gm.	23 3	*A*
granules	3 gm.	4 3	*A*
	6 x 3 gm.	24 0	*A*
tablets	6 x 6 gm.	24 0	*A*
suspension		4 9	*A*
Quinacrine tablets	25	1 8	*A*
	100	5 6	A
	500	18 0	*A*

ROUSSEL LABORATORIES, LTD. (from January 10)

		Each	
Orencil tablets	12	5 0	*R*

P.A.T.A. PROTECTED LIST

(Prices notified this week by the Proprietary Articles Trade Association.)

MOORE MEDICINAL PRODUCTS, LTD. (addition)

	Each
Brovon inhalant 6-oz. dispensing pack	40 9

EDWARDS HARLENE, LTD. (addition)

	Doz.	
Sublamin lotion*	16 0	2 6

ELI LILLY & CO., LTD.

No. M.90 Neolin	Suspension 60 c.c.	120 0	15 0 *R*

PLOUGH INCORPORATED (Agents:—**FASSETT & JOHNSON, LTD.**) (correction)

Nujol*	16 oz.	24 0	3 6

NEW PRODUCTS AND PACKS

BAYER PRODUCTS, LTD.

	Each	
Alevaire	13 0	17 4

C. L. BENCARD, LTD.

		Doz.	
Hepathyol tablets*	50	84 0	12 3
	250	408 0	59 6

BURROUGHS WELLCOME & CO.

Myleran tablets 0·5 mgm. 100	7 0

SHARP & DOHME, LTD.

Penbenemid suspension 2 fl. oz.	15 0

GLAXO LABORATORIES, LTD. (from January 10)

Tetanus toxoid	3 x 1 c.c.	4 0
	10 c.c.	8 6

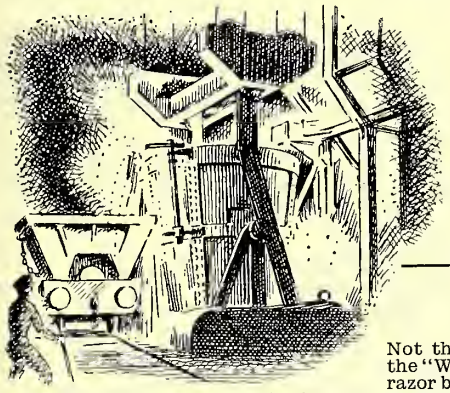
WILLIAM R. WARNER & CO., LTD.

Agarol	80 oz.	18 6	*R*
Alka-Zane	4 oz.	2 6	*R*
Gelusil	250	9 0	*R*
	500	15 0	*R*
Tyrosolven	250	15 0	*R*
Veganin	100	5 9	*R*
	500	25 0	*R*
Vencolate	500	15 0	*R*

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BLADES FROM SHEFFIELD ... *but overalls from Gardiner's*

Not the "United" or the "Wednesday", but razor blades, of course—safety in numbers ... Blades for young shavers and old ones, too. Blades for the sweeping clean of cheeks and chins ... But Overalls from Gardiner's—protective wear for the keeping clean of clothes and the keeping-up of personal appearances. Surface wear to save the surface of the underneaths! Please write for our comprehensive catalogue and price list.



Illustrated left. Style C.66. Ladies' Rayon Overalls in colours: Mid and Light Green, Grey, Navy, Beige, Light and Mid Blue, Cream, Pink, Maroon, Fuchsia Pink and White. SW **29/6**, *W & WX* **30/4**, *OS* **32/11.**

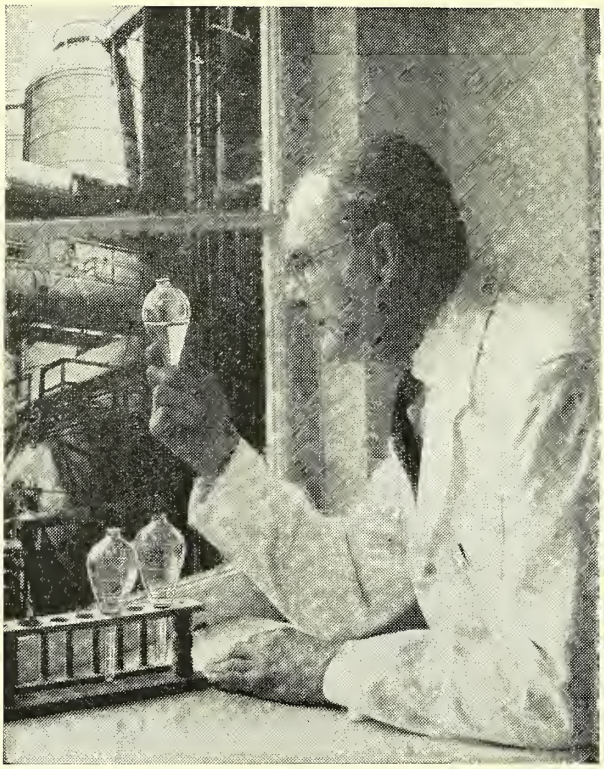
Illustrated right. Style C.67. Ladies' Poplin Overalls with wide overlapping skirt. Colours: Pink, Lavender Blue, Light Green, Cerise, Heliotrope and White. SW **31/-**, *W&WX* **33/11**, *OS* **34/11.**

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"... and it's the scientific glassware in the laboratory that counts for most in all initial pilot work. This glassware **must** be reliable, **must** be precise, **must** be strong. A broken measure in the middle of an experiment may ruin everything!"

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'PYREX' brand laboratory glassware is made only by James A. Jobling & Co. Ltd., Sunderland

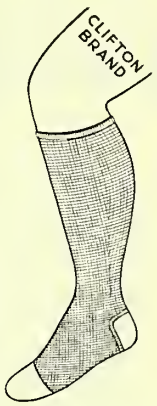
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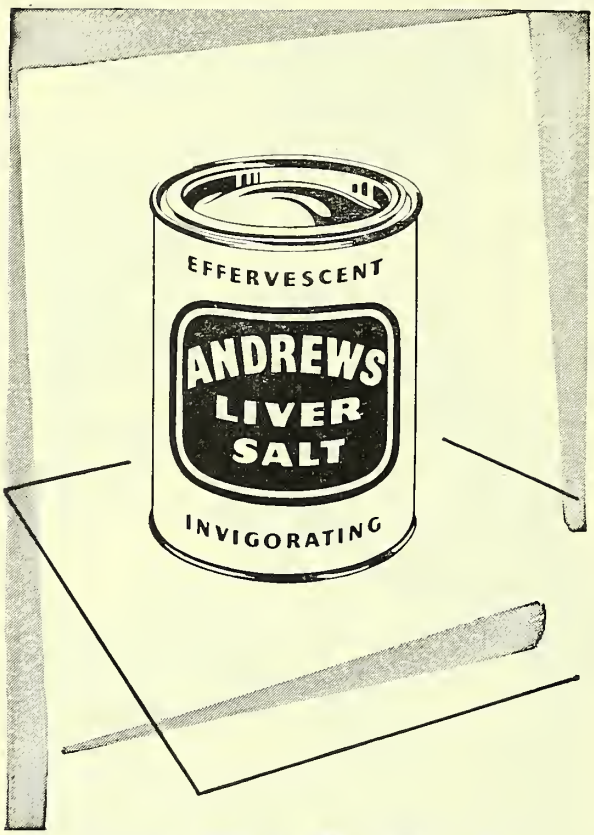
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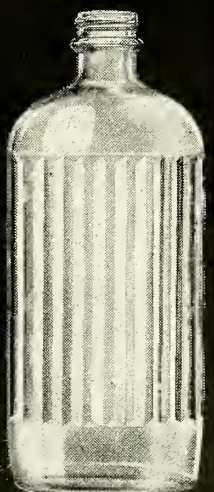
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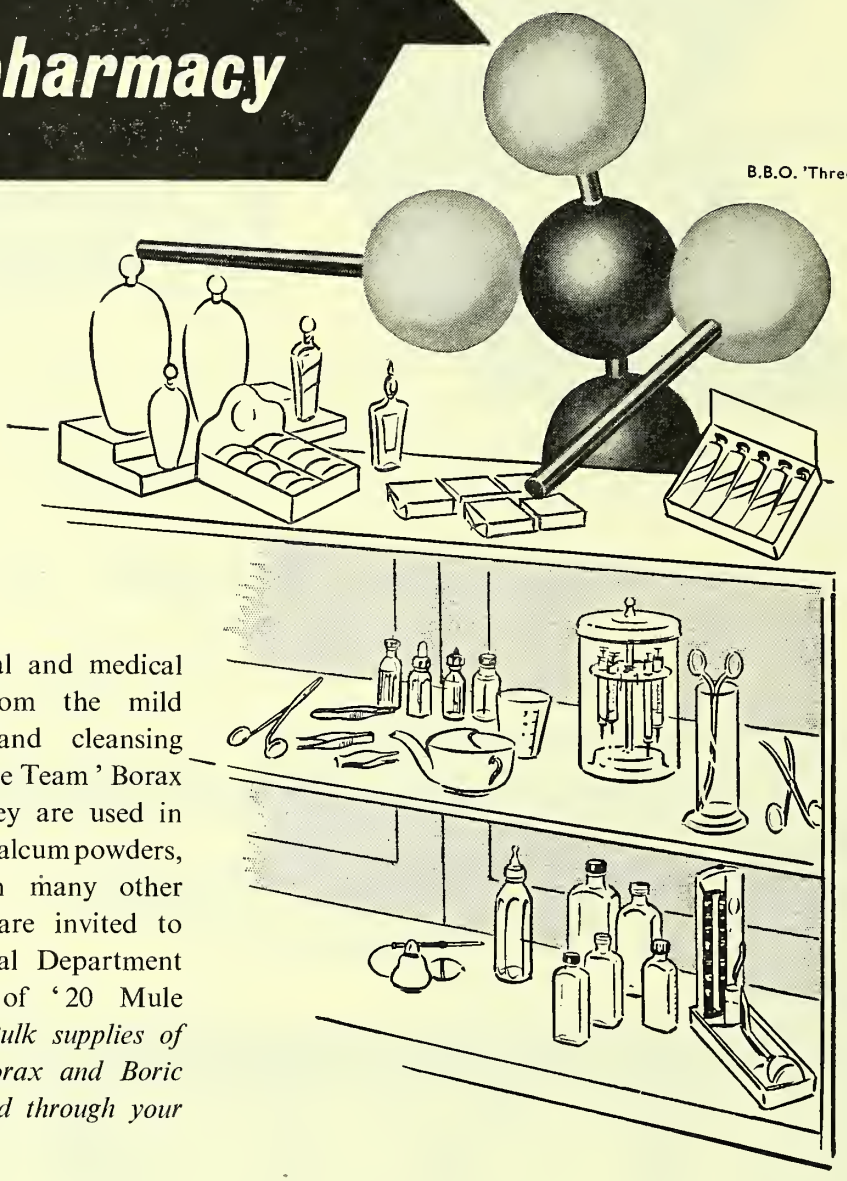
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Dosage: Adults: 2 teaspoonfuls in water 3 times daily, preferably before meals. Children: according to age.

Formula: Each adult dose contains Calcium glycerophosphate 130 mg. Sodium glycerophosphate 130 mg. Strychnine glycerophosphate 1 mg.

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NT15



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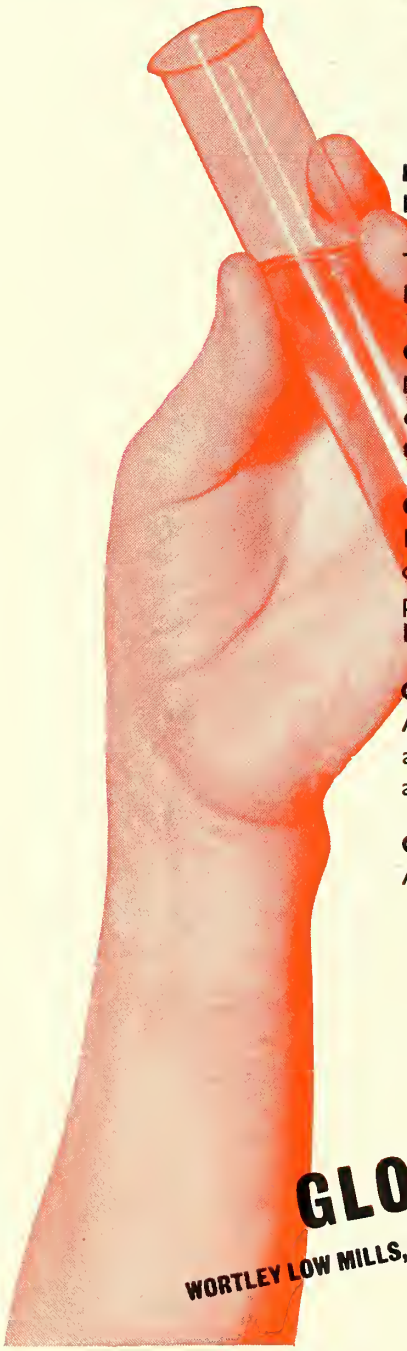
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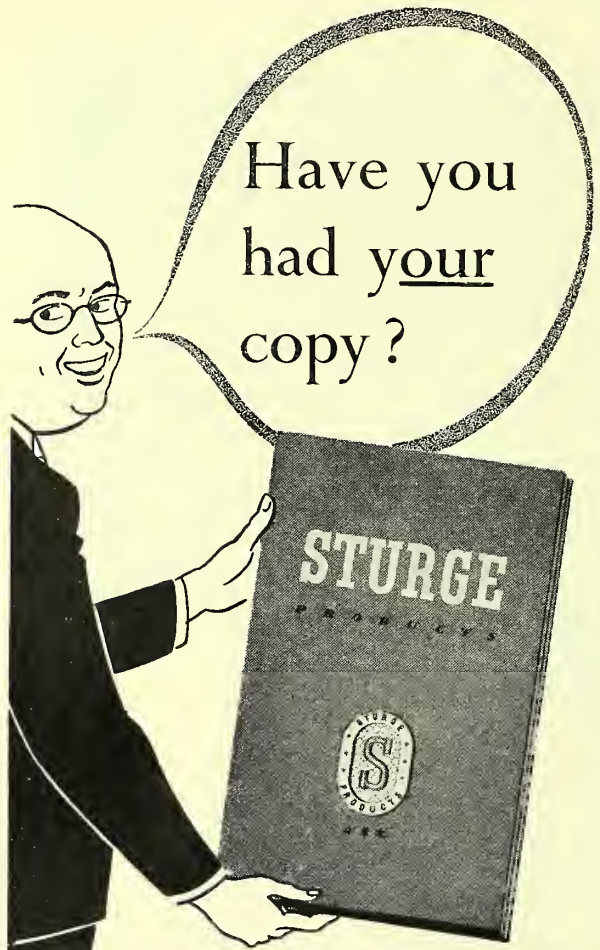
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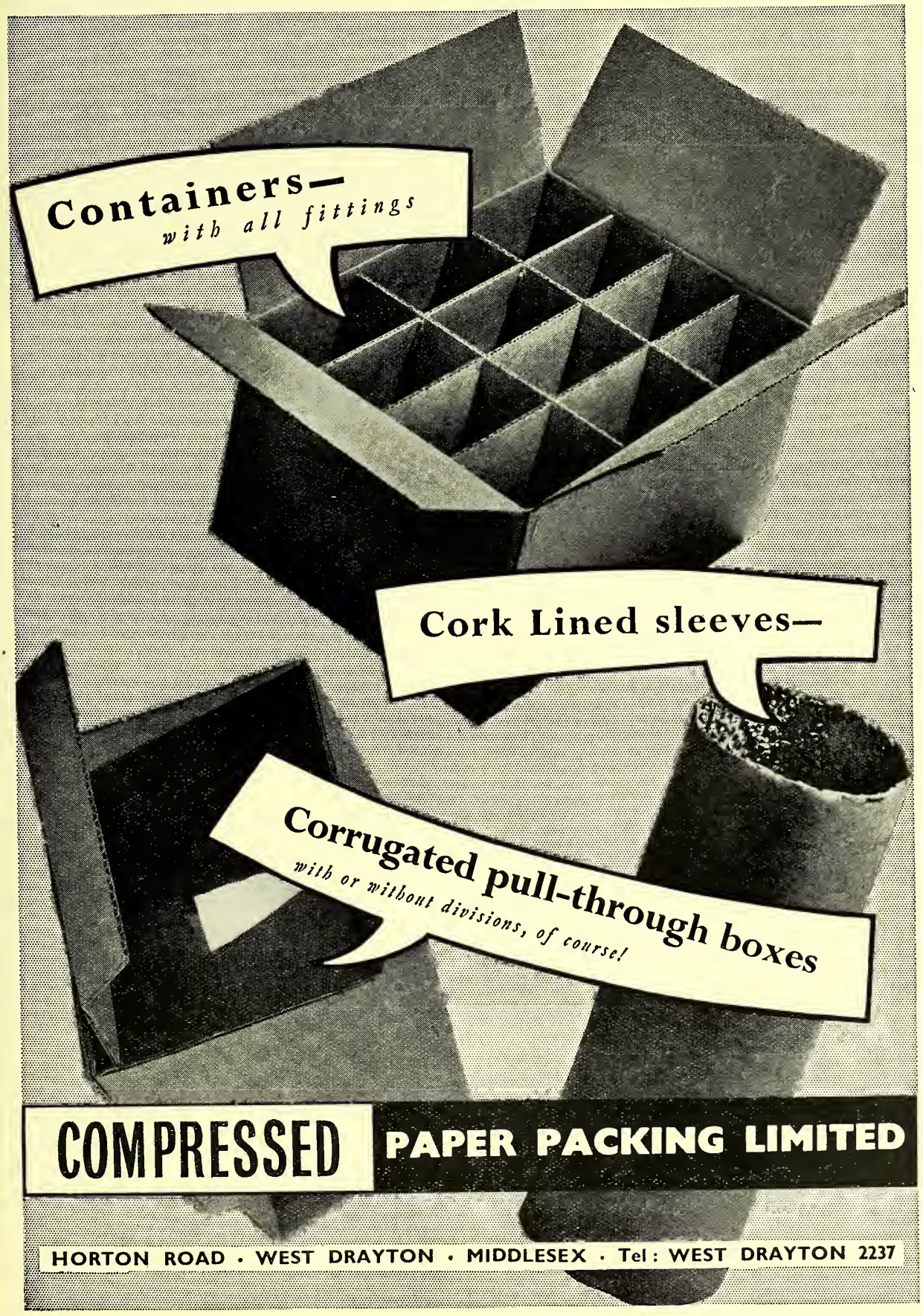
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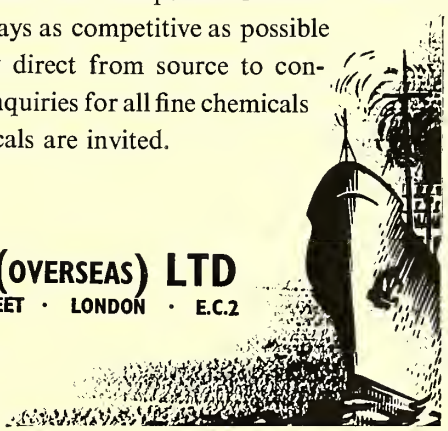
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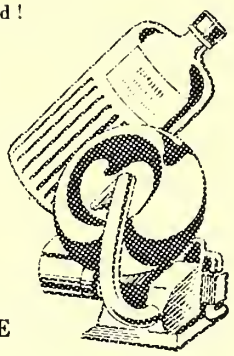


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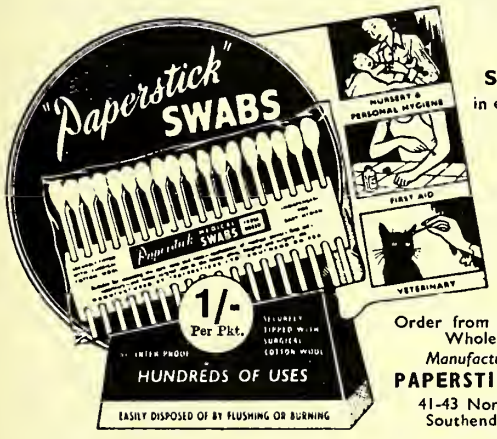
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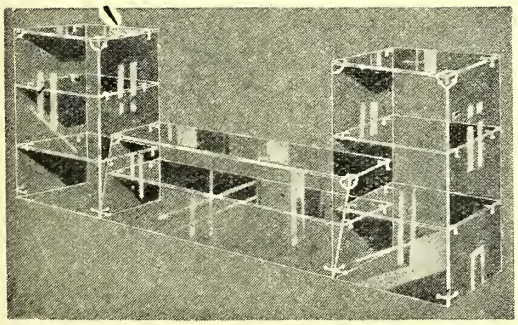
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Offers are invited for a 21-year lease (with lessee's option to break at 7 or 14 years) of one shop in a block of eight on the Council's housing estate at Chadwell St. Mary, for
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from chemists. Flat above normally available to lessee. Full particulars and forms on which offers should be submitted may be obtained from the Clerk of the Council, Council Offices, Whitehall Lane, Grays, Essex. Offers must be received by noon on January 31, 1955. C 7976

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Salary and conditions of service in accordance with Whitley Council recommendations. Scale: £525 x £25—£625 p.a. The successful candidate will be required to assist in the pharmaceutical departments at both Weymouth & District Hospital, Weymouth, and Dorset County Hospital, Dorchester.
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SOUTH-WEST MIDDLESEX HOSPITAL MANAGEMENT COMMITTEE, WEST MIDDLESEX HOSPITAL, ISLEWORTH

(Category V) Pharmacist

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GLOUCESTER. Branch shop requires unqualified assistant, mainly for dispensing and some counter work. Particulars to W. H. Hampton, Ltd., Bristol Road, Gloucester. C 2017

HOLBORN, W.C.1. Young lady with some previous experience required for cosmetic counter in busy modern pharmacy of City/West End type. Very congenial position with Saturday half-day. Please telephone for appointment or write stating age, full particulars of experience and salary required to J. Milner, M.P.S., A. R. Cross, Ltd., 240/241 High Holborn, London, W.C.1. Telephone: Holborn 7379. C 7985

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C 7922

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C 202

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THE SECRETARY, HOLDSWORTHS (CHEMISTS), LTD., P.O. BOX 20, BROKEN HILL, NORTHERN RHODESIA. C 7969

WANTED for E. M. De Souza & Co., Ltd., Rangoon, pharmaceutical chemist, single, age about 30 years. Salary according to experience. Applications should be addressed to Mr. N. R. McPherson, Frank Ross & Co. (London), Ltd., 4 Lloyd's Avenue, London, E.C.3. C 7974

PHARMACIST—TANGANYIKA

Four-year contract, usual terms, leave with pay and passage. Salary £900 p.a. Applications with details to Box C 2053

WHOLESALE

A COMPANY OF REPUTE, marketing nationally advertised proprietary lines to chemists and better grocers, will be appointing additional representatives in the Greater London area. Only first-class men with experience in this field will be considered and chosen applicants will be given positions with a substantial basic salary, bonus, expenses and benefits of a generous pension, Life Assurance and Dependants' Income Scheme. Our representatives know of this advertisement. Very full details to Box C 7971.

A MEDICAL REPRESENTATIVE is required to contact doctors in Derbyshire and South Yorkshire. The position calls for a man of outstanding ability and character who can work on his own initiative. The situation is most congenial, and we are looking for a person who will make his career with us. The remuneration is above average and a company car will be supplied. Full details of age and experience should be submitted to the Sales Director, Pharmaceutical Laboratories Geigy, Ltd., Rhodes, Manchester. C 2061

PHARMACIST REQUIRED to take charge of newly extended and equipped ampoule department. Apply with full details of experience to Gale, Baiss & Co., Ltd., 274-276 Ilderton Road, London, S.E.15. C 7983

A VACANCY OCCURS in a well-known ethical house for a keen ambitious man with personality to take over the position of Medical Representative on their Hampshire territory. This area is an established one and offers scope for advancement. Previous experience or a qualification is not essential but applicants must have a sound technical background and preferably be a car owner. The position is a pensionable one and remuneration is by way of salary, commission and expenses. Write in complete confidence to Box C 7914.

A WELL-KNOWN pharmaceutical house is augmenting its large representative staff and requires an additional man with experience in detailing ethical products to all branches of the medical profession in the Manchester area. This progressive post offers an attractive salary and a pension and profit-sharing scheme is in operation. A company car is provided with all expenses paid. Apply in confidence giving full details of previous experience to Sales Manager, C. L. Bencard, Ltd., Minerva Road, London, N.W.10. C 7959

ANALYST (young), with experience of B.P. and B.P.C. assays required by manufacturing chemists in South-west England. Apply Box C 2069.

APPLICATIONS ARE INVITED from experienced salesmen, preferably with selling records among chemists in (1) Lincolnshire and Nottinghamshire; (2) Home Counties. Applicants will be between 26 and 41 and will receive training. Salary, commission and expenses. Car provided. Full details in confidence to H.S.M. Box C 7993.

H. BRONNLEY & CO., LTD., Warple Way, London, W.3, require a first-class sales representative for Yorkshire and North East Coast territory. Must have successful selling record and preferably already calling on department stores and the better class chemists in this area. Salary, commission, full expenses and staff superannuation. Write fully stating age, experience, present earnings and whether car owner, in strict confidence to Sales Manager. C 7968

ASSISTANT WAREHOUSE MANAGER required by wholesale hairdressers and chemists' sundriesmen. Permanent position, good prospects. South London area. Box C 7966.

APPLICATIONS ARE INVITED for a Senior Representative appointment by an old-established manufacturing house in the pharmaceutical trade having additional production capacity suited to the requirements of associated industries. The primary requirement is ability to locate and secure new business from institutional buyers and large industrial concerns, etc. Existing accounts provide a nucleus connection for the successful candidate who will be required to negotiate sales at executive level. A company car will be provided in addition to full expenses. Remuneration will be at the rate of £800-£1,000 per annum determined by results. Superannuation scheme exists after 3 years' service. Applicants between the ages of 35 and 41 should give fullest details of previous posts held, earnings and experience. Replies in confidence to H.S.M. Box C 7992.

ARE YOU INTERESTED in securing a satisfying and progressive position as a medical representative with Sharp & Dohme. Continued expansion will make available a number of territories in the U.K. including areas in Scotland, N. Ireland, Yorkshire, the Midlands and the West Country. Applications are invited from candidates who believe they have a decided bent or flair for representation work. Experience in this field is not entirely necessary since theoretieal and practical training is provided. Candidates aged 24-35 who will be prepared to take a long-term view of a job with considerable prospects should send personal details to Home Sales Manager, Sharp & Dohme, Ltd., Hoddesdon, Herts. C 7982

ASEPTIC LABORATORY SUPERVISOR (female) required by established manufacturers in their new factory North West London. Must be able to take full charge of staff engaged on filling/paeking ampoules and sterile solutions. Apply Box C 7935.

BACTERIOLOGIST with university degree wanted to take charge of laboratory producing veterinary sera and vaccines. Must be experienced in laboratory techniques and have had at least two years' practical experience. Knowledge of veterinary work an advantage but not essential. Box C 7941.

BAYER PRODUCTS, LTD., require a young pharmacist for a position in their sales department at Kingston-on-Thames. The post offers good progress for a man who would like to make a career for himself in the pharmaceutical industry. Applications in confidence to Sales Director, Bayer Products, Ltd., Neville House, Eden Street, Kingston-on-Thames, Surrey. C 7940

BOTTLE TRAVELLER WANTED. Salesman/representative required with previous experience in selling bottles, jars and screw caps. Write giving full particulars to Reliance Trading Co., 13 New College Parade, Finchley Road, London, N.W.3. C 7989

CHEMICAL MANUFACTURERS near London have vacancies in the department engaged in formulation and development of ethical products. This work is likely to appeal to young pharmacists seeking to make a career in manufacturing pharmacy. Salary will be of the order of £600 and upwards, according to qualifications and experience, with prospects of advancement. Five-day week. Apply initially in writing, giving full details, to Box C 7942.

MANESTY MACHINES, LTD., Speke, Liverpool, 19, require a young pharmacist or chemist to take charge of their experimental and advisory services. The position, which carries a good salary, is one offering scope for initiative, and the successful applicant will require to be both hard-working and energetie. Applications, stating age, experience and qualifications to be addressed to: The General Manager. C 7980

RIKER LABORATORIES, LTD.

PRODUCTION PLANNING SECTION

A vacancy arises for an experienced man to take charge of a new Production Planning Unit and Buying Section. The position offers excellent prospects and considerable scope for initiative. The commencing salary will be £700-£900 per annum, according to age and experience. A pension scheme and five-day week are applicable and a bonus scheme is in operation. Applications with full details should be forwarded to the Production Manager, Riker Laboratories Limited, Morley Street, Loughborough, Leics.

C 7962

EDITORIAL POST

A vacancy occurs on the editorial staff of THE CHEMIST AND DRUGGIST for a male pharmacist aged 25-30. The work entails handling news of pharmaceutical affairs and preparing it to appear in print. Experience of journalism is not required but an interest in events and some fluency in writing are essential. The work is exacting, demanding accuracy and speed (even working against time) but is varied and interesting. Apply in writing to the Editor, THE CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2.

C 7956

Situations Open—Continued

BURROUGHS WELLCOME & CO.
MEDICAL REPRESENTATIVES

Applications are invited from pharmacists for appointments as Medical Representatives. Applicants, who should be about 30 years of age, must possess a good educational background and wide pharmaceutical knowledge. Previous experience as a representative, while an advantage, is not essential. Applications (by letter only) will be treated in confidence. They should give full details of experience, etc., and be addressed to The Manager, Home Sales Division (Medical), Burroughs Wellcome & Co., 183-193 Euston Road, London, N.W.1. C 7977

DALMAS, LTD., Leicester, wholesale chemists, manufacturers of surgical adhesive plasters and pharmaceuticals, have a vacancy for a trade representative in Cheshire, Shropshire, Staffordshire and North Wales, to call on chemists only. Applicants must reside or be willing to reside on the territory. Salary, expenses and commission. Company car supplied. Apply by letter stating age, education, previous experience and salary required, to Sales Manager, Dalmas, Ltd., Junior Street, Leicester. C 7964

DAE HEALTH LABORATORIES, LTD. Cosmetic Chemist, preferably with some knowledge of pharmaceuticals, especially emulsions, required by Dae Health Laboratories, Ltd., the manufacturers of Valderma, etc. Candidate should be about 30 years of age, keen to get on and ambitious enough to fill adequately a post that can offer very attractive inducements. Good commencing salary to the man with right qualifications and experience. Write fully in confidence to the Managing Director, 17 Berners Street, London, W.1. C 7981

LONDON MANUFACTURING CHEMISTS wish to appoint a male assistant between the ages of 20 and 30 years for engagement in their manufacturing processes. Man with experience of factory work essential. Apply with full particulars of age, experience, salary required to Box C 204.

MEDICAL REPRESENTATIVE required for Kent and East Sussex. Applicants should state age and give details of education, training and previous experience. Contributory pension scheme. Apply in writing to General Manager, Evans Medical Supplies, Ltd., Ruislip, Middlesex. C 7991

MEDICAL REPRESENTATIVES

Further expansion of the medical sales force of Genatosan, Ltd., a member of the Fison Group, provides opportunities for Medical Representatives to cover general practitioners, hospital medical officers, etc., in the following areas: (a) part of North London; (b) Hampshire, Berkshire and Oxfordshire. Representatives will be expected to reside on their territory and, in the case of (b), in the southern part of the area. These are well remunerated posts with incentives and good prospects for keen and energetic men possessing the ability and desire to make a success of this specialised work. Full personal details, with summary of attainments and experience, should be addressed to: The Personnel Officer, Genatosan, Ltd., Loughborough, Leicestershire. Please quote reference "S/MED.1." C 7926

MEDICAL REPRESENTATIVE

Genatosan, Ltd., a member of the Fison Group, require the services of a further Medical Representative to cover general practitioners, hospital medical officers, etc., in the Glasgow area. This vacancy arises through expansion and some consequent re-organisation of this territory. The person appointed will be expected to reside in Glasgow. This is a well remunerated post with incentives and good prospects for a keen and energetic man, possessing the ability and desire to make a success of this specialised work. Full personal details, with summary of attainments and experience, should be addressed to: The Personnel Officer, Genatosan, Ltd., Loughborough, Leicestershire. Please quote reference "S/MED.2." C 7925

PROCESS WORKER, fully experienced in the production of galenicals required by established manufacturers in their new factory North-west London. Canteen, 5-day week. Apply Box C 7979.

REPRESENTATIVE already calling on retail chemists in London required to carry additional lines on commission basis. Box C 7965.

REPRESENTATIVE experienced in medical propaganda to cover Midlands, calling on hospitals, local authorities and factories to sell surgical dressings. Remuneration by salary, commission and expenses. Car provided. Pension scheme. Write Box CD 914, LPE, 55 St. Martin's Lane, London, W.C.2. C 7967

REPRESENTATIVE. Small drug house requires an experienced man with pharmaceutical background to sell drugs and galenicals. Existing territory (S.E. Lancs) needs full exploitation and expansion. Salary, expenses and liberal commission can be earned by a man with sales ability. Apply Box C 2019.

REPRESENTATIVE for prominent manufacturing and wholesale chemists in veterinary field. Calling on qualified veterinary profession only. To take over sound connection in Southern and Western Counties, with good prospects of further development. Car provided, good Salary and quarterly turnover Bonus. Usual Expenses. Give fullest personal details, including age and experience, etc., in confidence. Box C 7929.

REPRESENTATIVE REQUIRED by firm of manufacturing chemists to call on doctors, hospitals and chemists in connection with ethical pharmaceutical specialities. Territory—Sussex, Kent and Surrey. Applicant must live on ground. Box C 2065.

REPRESENTATIVES REQUIRED on a commission basis for Yorkshire and the North-east of England. Nationally advertised proprietary line. Must have good connection amongst wholesale and retail chemists, and allied trades. Existing accounts handed over. Full details, please Apply Box C 2057.

REPRESENTATIVE WANTED having an established connection with hospitals, nursing homes, etc., for the sale of surgical adhesive plaster by established manufacturers. Must be car owner and have previous experience. Excellent remuneration and expenses will be paid along with bonus on turnover. Fullest particulars to Box C 2052.

SMALL pharmaceutical works require experienced man to take charge of factory and packaging. Box C 7920.

YOUNG MAN required as assistant to the Manager, Home Sales Department. Should have pharmaceutical qualification. Salary range £700—£800 p.a. Apply in writing, stating experience, Ref. HAC., The British Drug Houses, Ltd., Graham Street, London, N.1. C 205

SOUTH WALES. Part-time representative required to travel this area on good commission basis for nationally advertised hair beauty preparations selling to wholesale and retail chemists, stores and hairdressers. Established connection with excellent prospects for first-class man able and willing to promote existing business. Apply in confidence to Sales Manager, Box C 2025.

SUGAR COATER REQUIRED. Preferably experienced but not essential. Apply Tablet Manager, Bayer Products, Ltd., 15 Central Avenue, West Molesey, Surrey. Phone: Mol 3262. C 7978

STAFFORD ALLEN & SONS, LTD., require a works chemist for their Long Melford (Suffolk) factory. Applicants must hold pharmaceutical qualifications or A.R.I.C., and have considerable experience in the manufacture of galenicals and general pharmaceutical products. Responsible position with good prospects. Pension scheme. House accommodation available. Written applications, in confidence, to Dr. W. Mitchell, Stafford Allen & Sons, Ltd., Wharf Road, London, N.1. C 7984

STAFFORD ALLEN & SONS, LTD., require a sales executive for their essential oil department. Responsible and progressive position. Applicants must have initiative. Training will be given where necessary. Write stating age, experience, etc., to the Secretary, 20/42 Wharf Road, London, N.1. C 7936

THE CHEMISTS FEDERATION is desirous of increasing its representative staff and invites applications for an assistant in the development of the work of the Federation. Applicants should be about thirty years of age, of good education, with some experience in retail pharmacy. The work will involve travelling throughout Great Britain. Full details to: Secretary, Chemists Federation, 4 Queen Square, London, W.C.1. C 7955

URGENTLY REQUIRED for leading wholesale manufacturing chemists in the London area (short distance from city). Pricing clerks, experienced, knowledge of ethicals, drugs, etc. Checkers and Stock-keepers, experienced in the handling of drugs, chemicals and ethicals, etc. Good wages paid to the right applicants. 5-day week. Box C 7972.

WHOLESALE (OVERSEAS)

BEECHAM GROUP, LTD., have managerial vacancies for Chemists (B.Sc., or A.R.I.C.) and Pharmacists (B.Pharm. or Ph.C.) age 25 to 35, in some of their Overseas factories. The positions carry full responsibility for the efficient management (including chemical and physical control of the products) of factories producing medicinal and toilet proprietaries. The successful applicants will receive full training in this country in the manufacture and quality control of the specified proprietaries manufactured abroad. On posting abroad a four-figure salary is envisaged, plus local allowances. Apply in writing; giving full particulars of qualifications and experience to Personnel Controller, Beecham Group, Ltd., 68 Pall Mall, London, S.W.1. C 7973

PROGRESSIVE pharmaceutical firm in healthy British Colony requires immediately, alert, single young man as qualified assistant (M.P.S.). Knowledge of optics an advantage. Post offers excellent opportunities for advancement. Salary for first term of service (four years) including cost-of-living allowance £110 (approx.) per month, rising by annual increments to £119 (approx.) per month. Passage paid out and home. Annual local leave and six months home leave on full basic pay after tour of four years. Apply with all particulars to Ayrton, Saunders & Co., Ltd., Hanover Street, Liverpool. C 7932

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Situations Open—Continued

WANTED, CHEMIST, experienced in manufacture of contraceptive Diaphragm, Jellies, Foam Tablets, etc., willing to come to India. Write details and terms to Box C 2055.

SITUATIONS WANTED

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CAPABLE YOUNG MAN with initiative and drive, fully experienced assistant in dispensing, stock control, counter prescribing, seeks responsible and congenial position where efficiency and conscientiousness is suitably rewarded. London area. Box C 2045.

MAN OF GOOD APPEARANCE, late thirties, extensive experience as chemist's assistant (with photograph) seeks similar post Surrey/London area (wholesale or retail). Knowledge of dispensing (and clerical). Box C 7986.

WHOLESALE

EXPERIENCED REPRESENTATIVE with West End connection seeks change. High class French perfumes or cosmetics. Available February. Own car. Box C 2068.

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YOU WANT THE BEST MAN, here I am, offering 21 years' unbroken connection all London and Middlesex wholesale and retail chemists, stores and co-ops. Own car, excellent references. Any proposition welcomed. Box C 2064.

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AGENTS WITH OWN CAR required in all districts to handle an exclusive and original line. Exceptionally high commission offered. Only persons with proved selling ability need apply. Box C 2059.

ALPINE SUNGLASSES require established agents selling to chemists, etc. Exclusive patent swivel-action sunglasses and nightdrivers. Special 1955 free sunglasses on showstand offer. Also additional exclusive chemist lines. 10 per cent. commission. Areas now being allocated. 22 Wardour Street, London, W.1. C 2066

LEADING PHARMACEUTICAL enterprises in Commonwealth and Sterling block countries required. Must have strong wholesale and retail connections. To take over sole agency for "One Drop Only," the antiseptic mouth wash containing organic fluorine compounds. Box C 2054.

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AGENCIES REQUIRED by representative with strong wholesale and co-operative connection in Lancashire. Willing to extend to further areas also. Apply Box C 2049.

ESTABLISHED AGENT (Northern Ireland and Eire, wholesale and retail). Active, energetic, keen. Advertiser is a well-known gentleman who can offer one good house excellent connections, first-class and zealous representation assured. Highest recommendations. Box C 2047.

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MANUFACTURING CHEMISTS invite inquiries for the manufacture, packing, etc., of private formulæ preparations, liquids, powders, tablets. Dispatch facilities available with own printing department. Frank Macowal & Yanatas, Ltd., Willshaw St., London, S.E.14. Tel.: Tideway 3846-8. C 122

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WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Bayswater 4020, 7692. C 140

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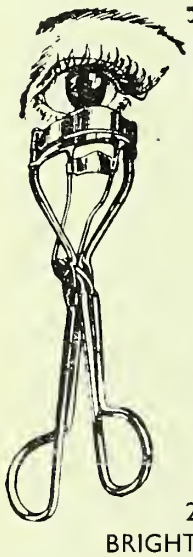
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